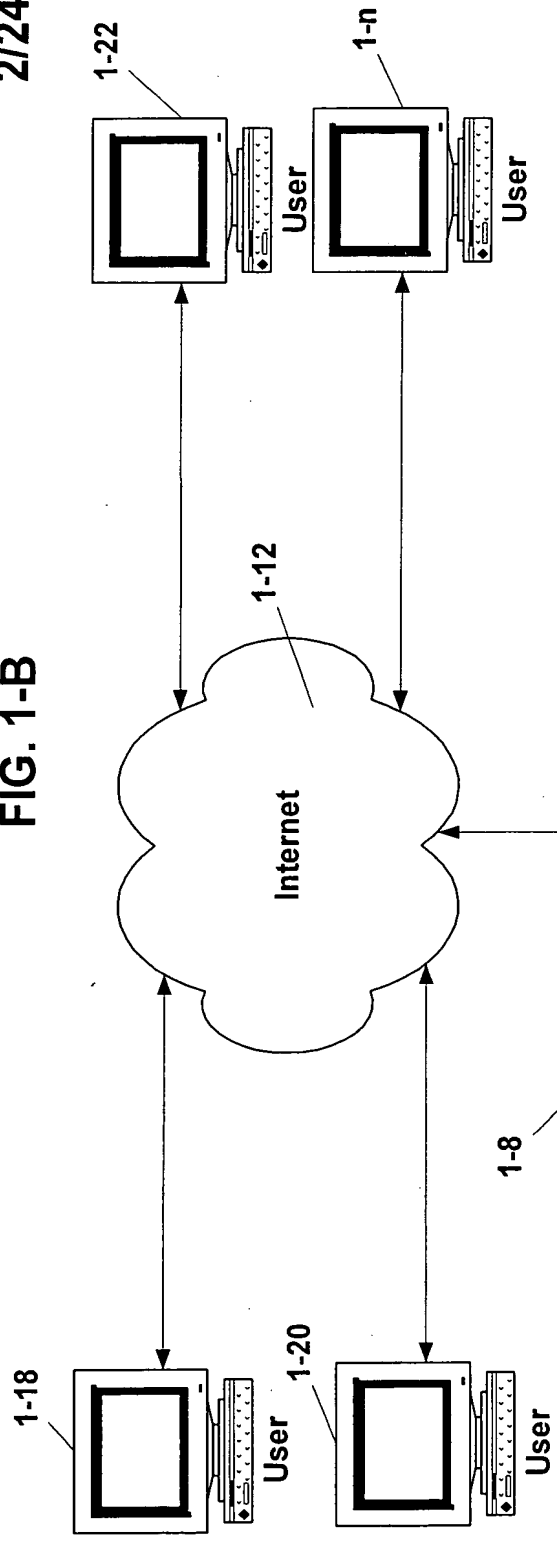


BEST AVAILABLE COPY

FIG. 1-B



The database server runs on Windows NT. The database product is Oracle 8i.x. Multiple customers can be housed in a single physical DB.

The web servers runs on Windows NT. This machine operates as the web server and the servlet engine. The application is written in Java and uses a servlet based architecture. All Gepetto (batch) processes and e-mail handling are also run on this machine. The Gepetto processes are written in Java and run as separate threads of execution.

1-24
Database Server

1-26
Web Server

The diagram shows the internal components of the system. On the left is the 'Database Server' (1-24), and on the right is the 'Web Server' (1-26). Both are represented by computer icons. A double-headed arrow connects them, indicating bidirectional communication. The descriptive text for each server is provided in the adjacent columns.

FIG. 1-C

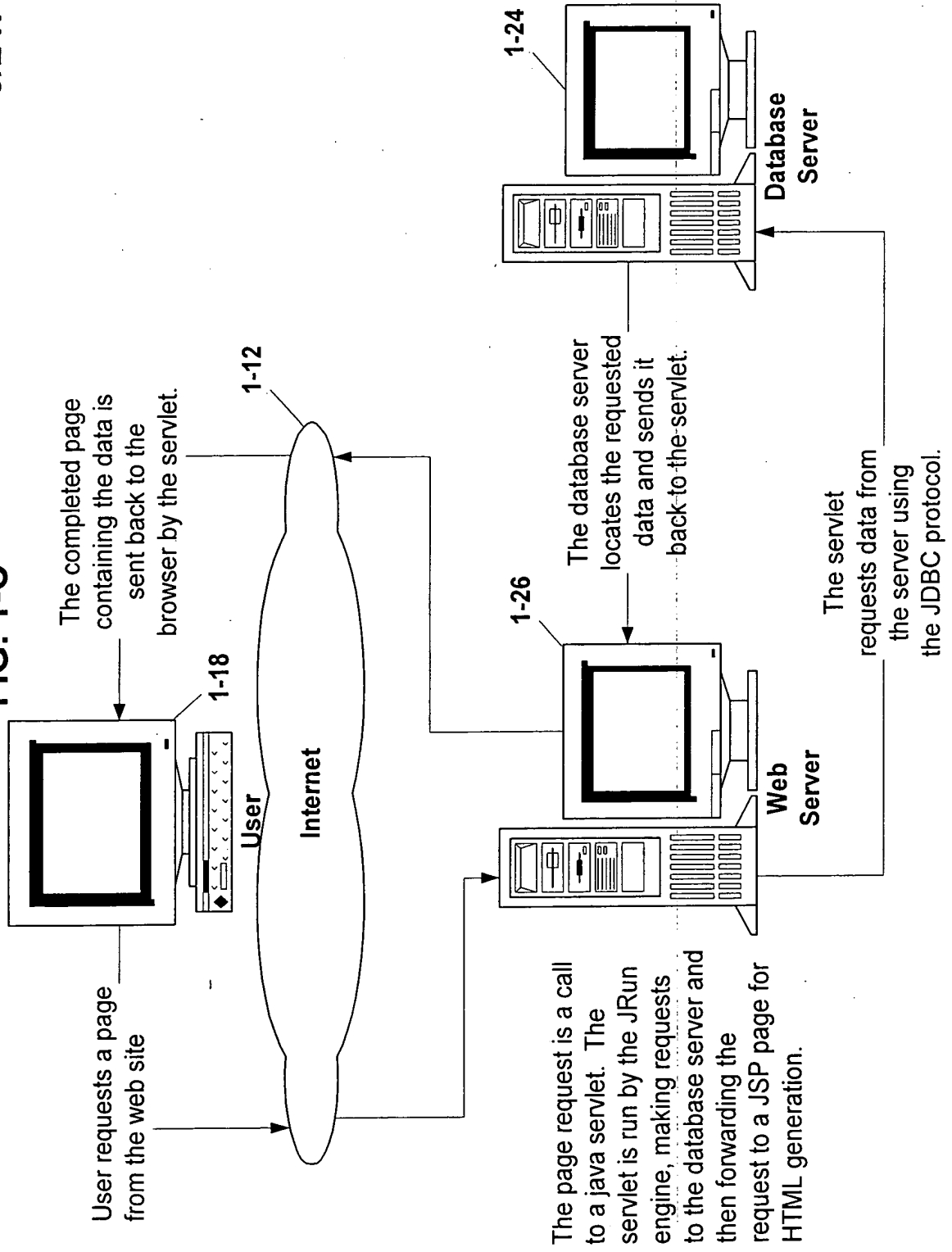


FIG. 2

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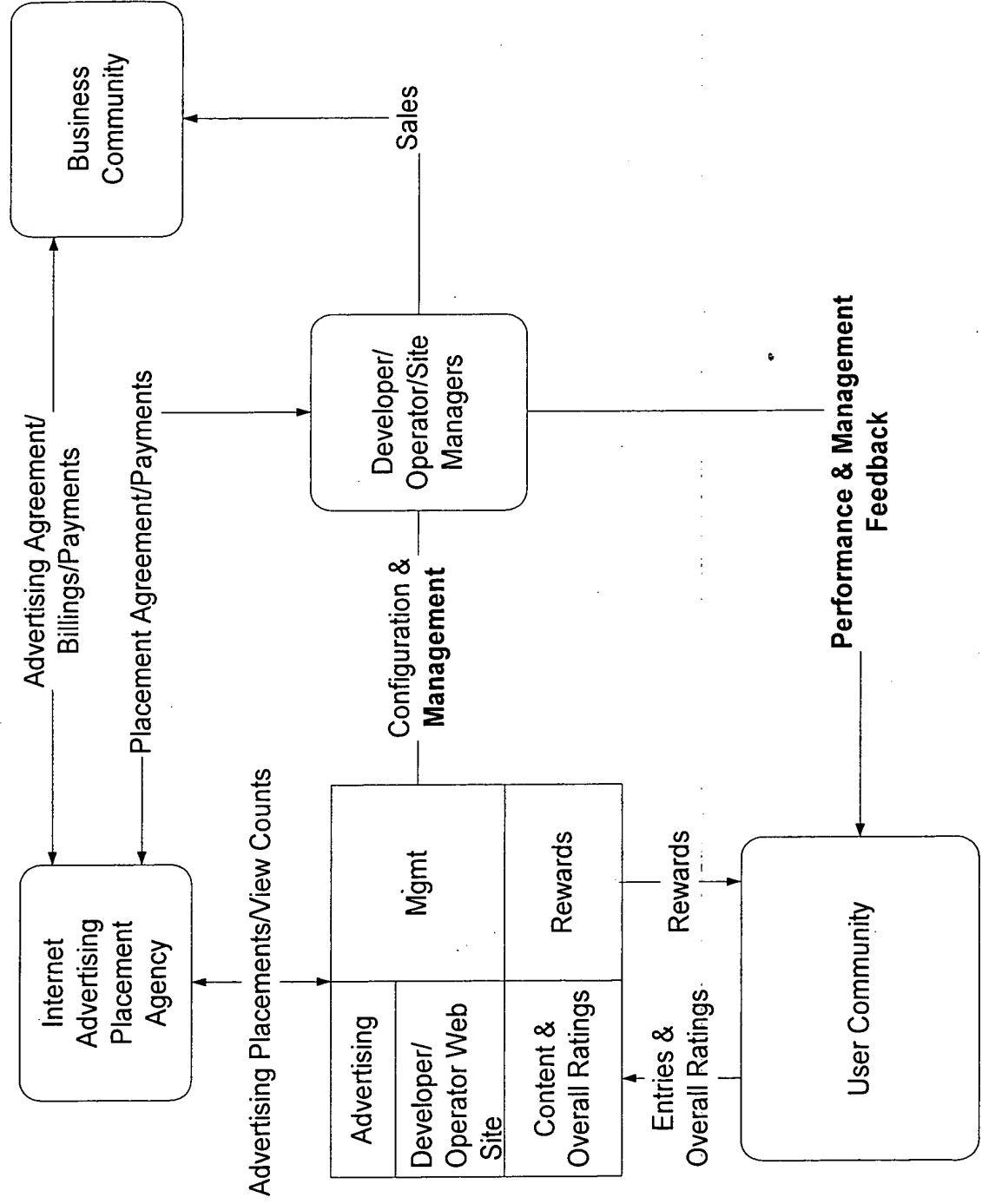


FIG. 3

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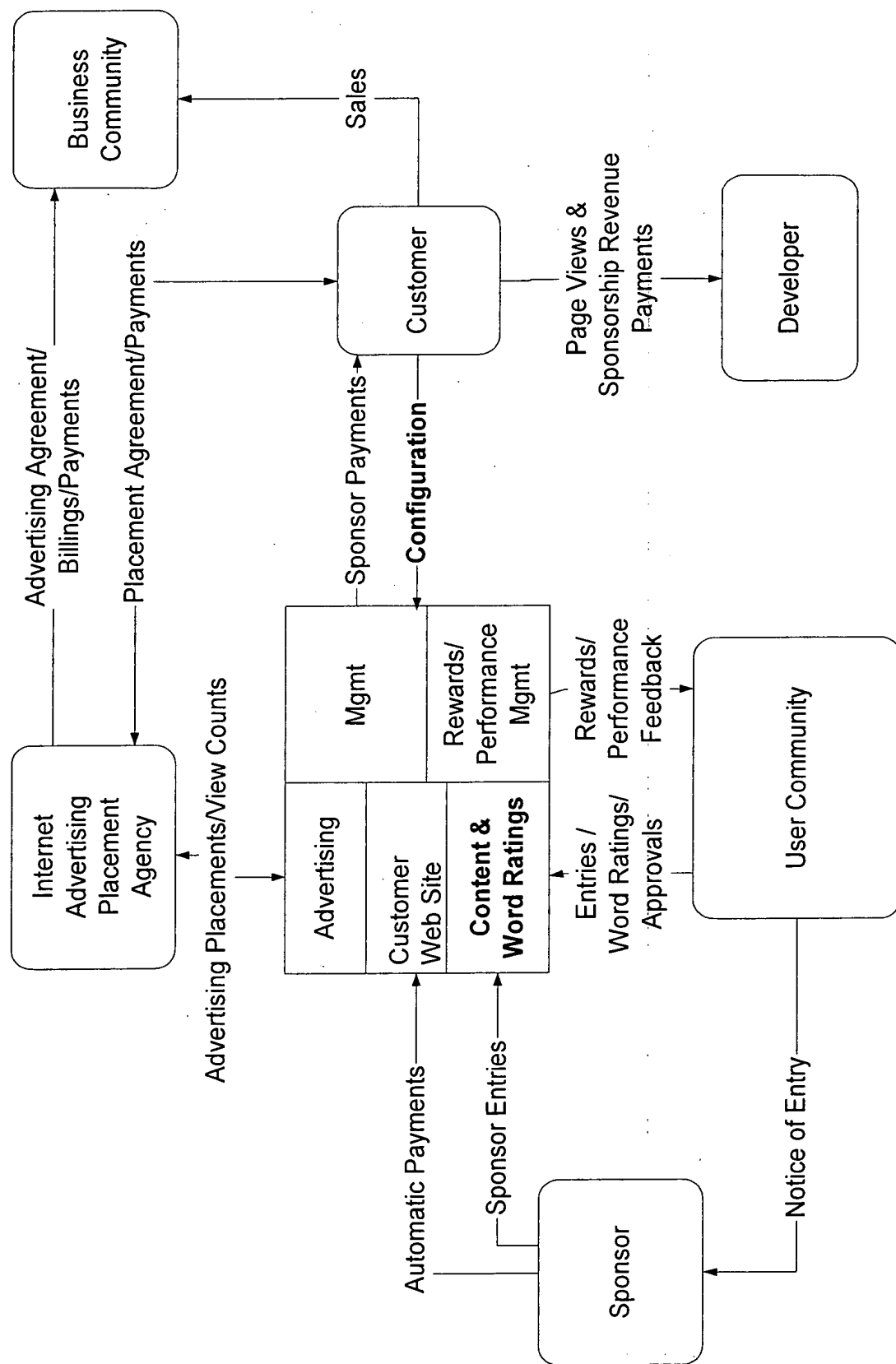


FIG. 4

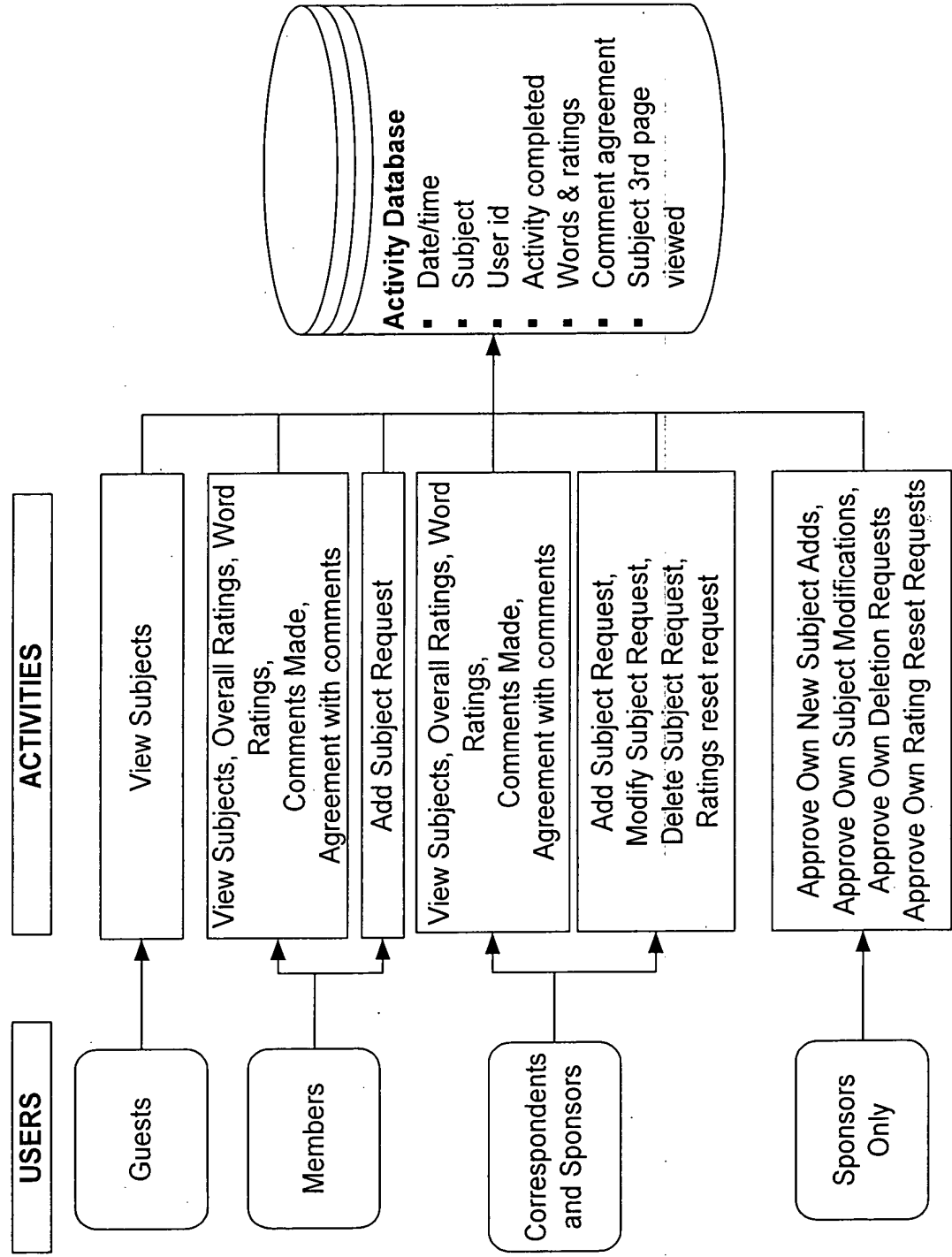


FIG. 5

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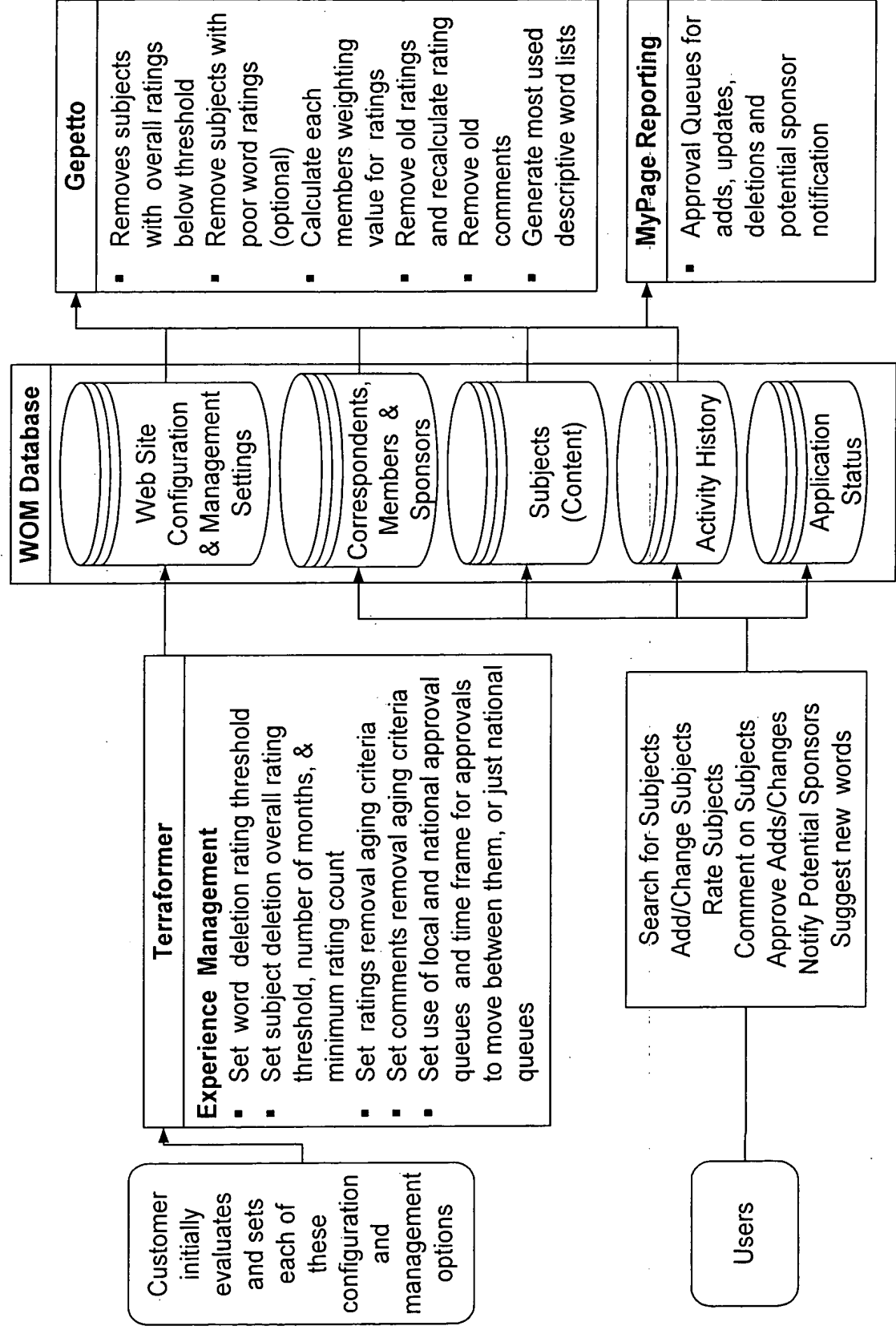


FIG. 6

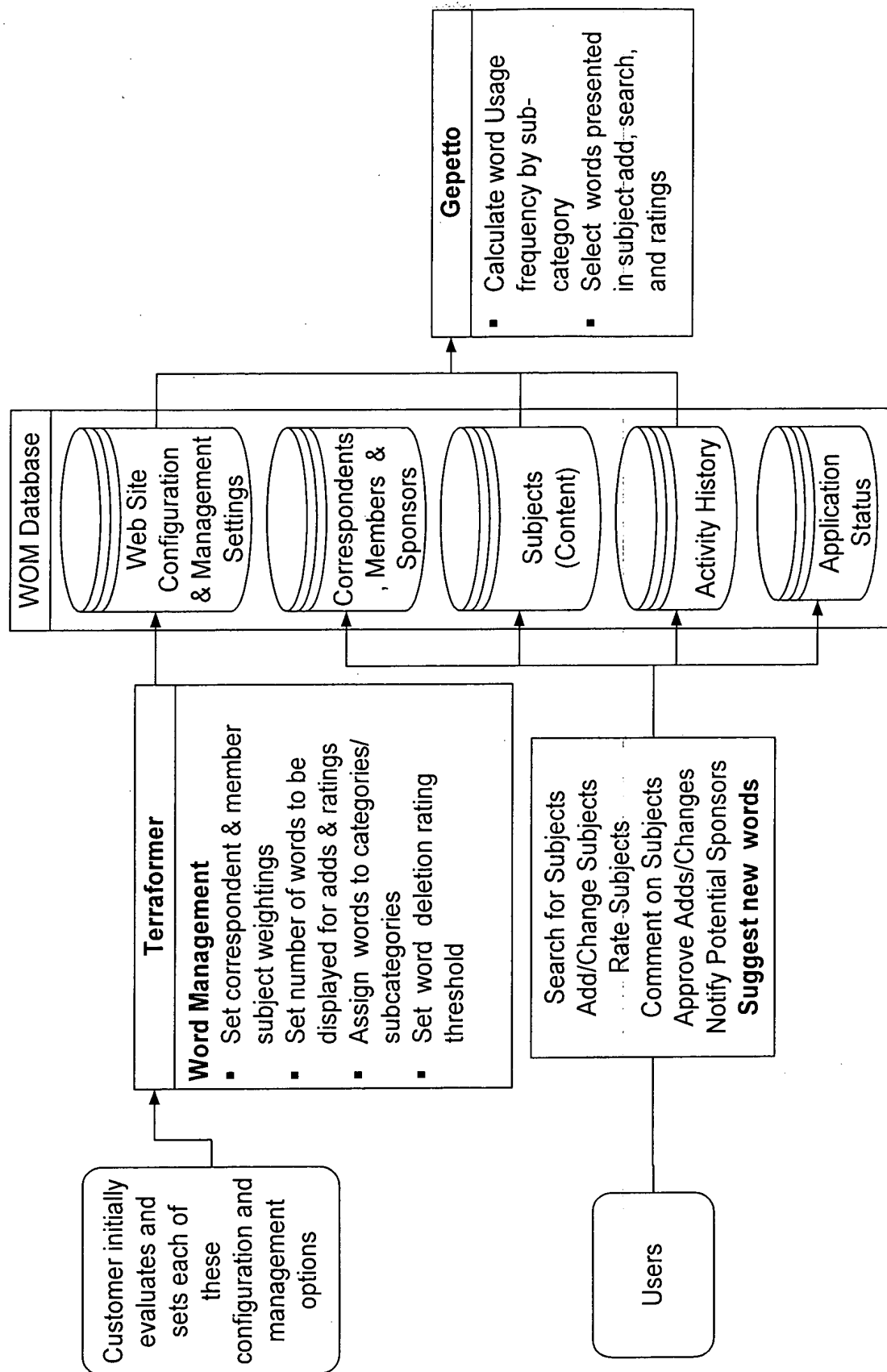


FIG. 7

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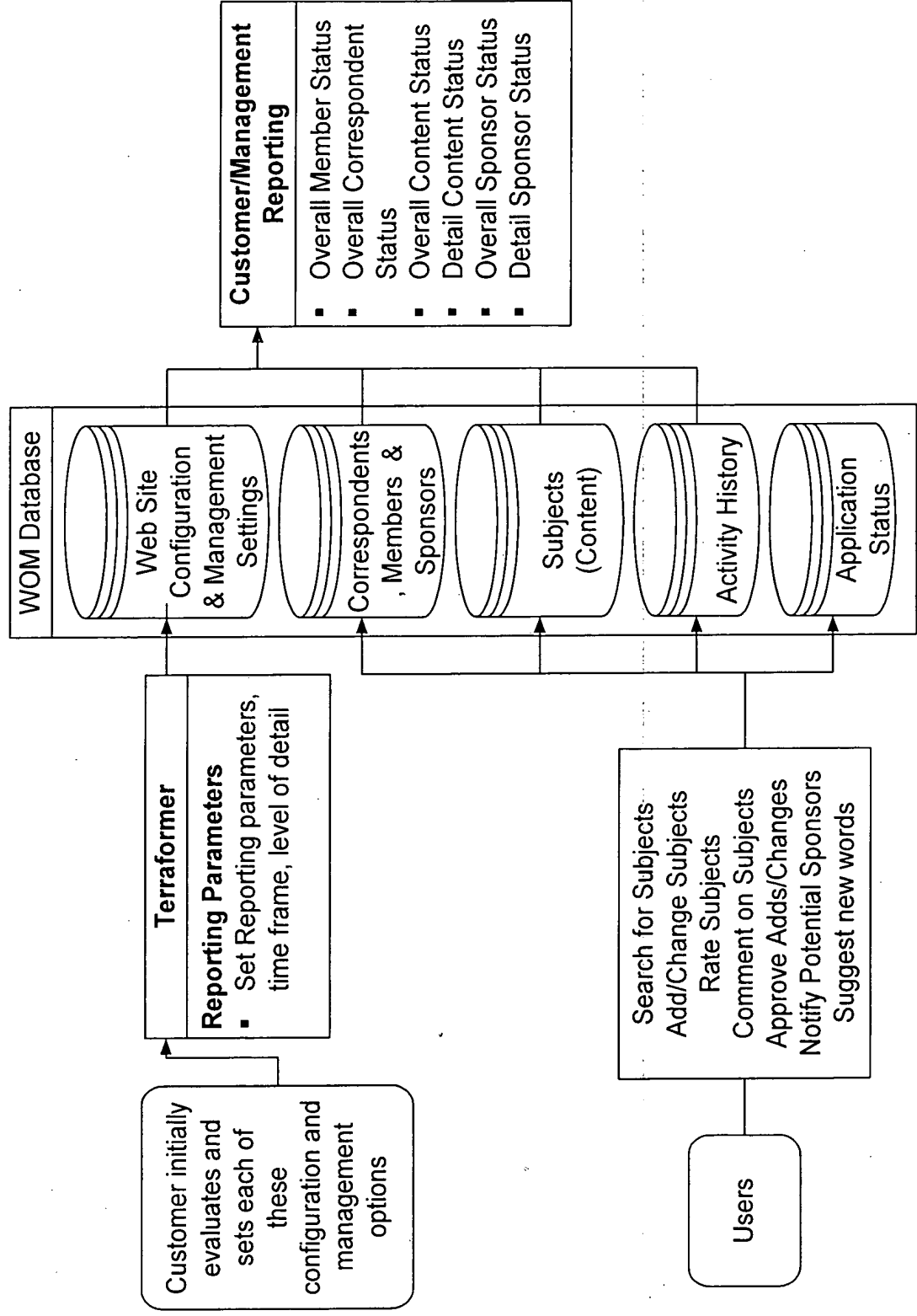


FIG. 8

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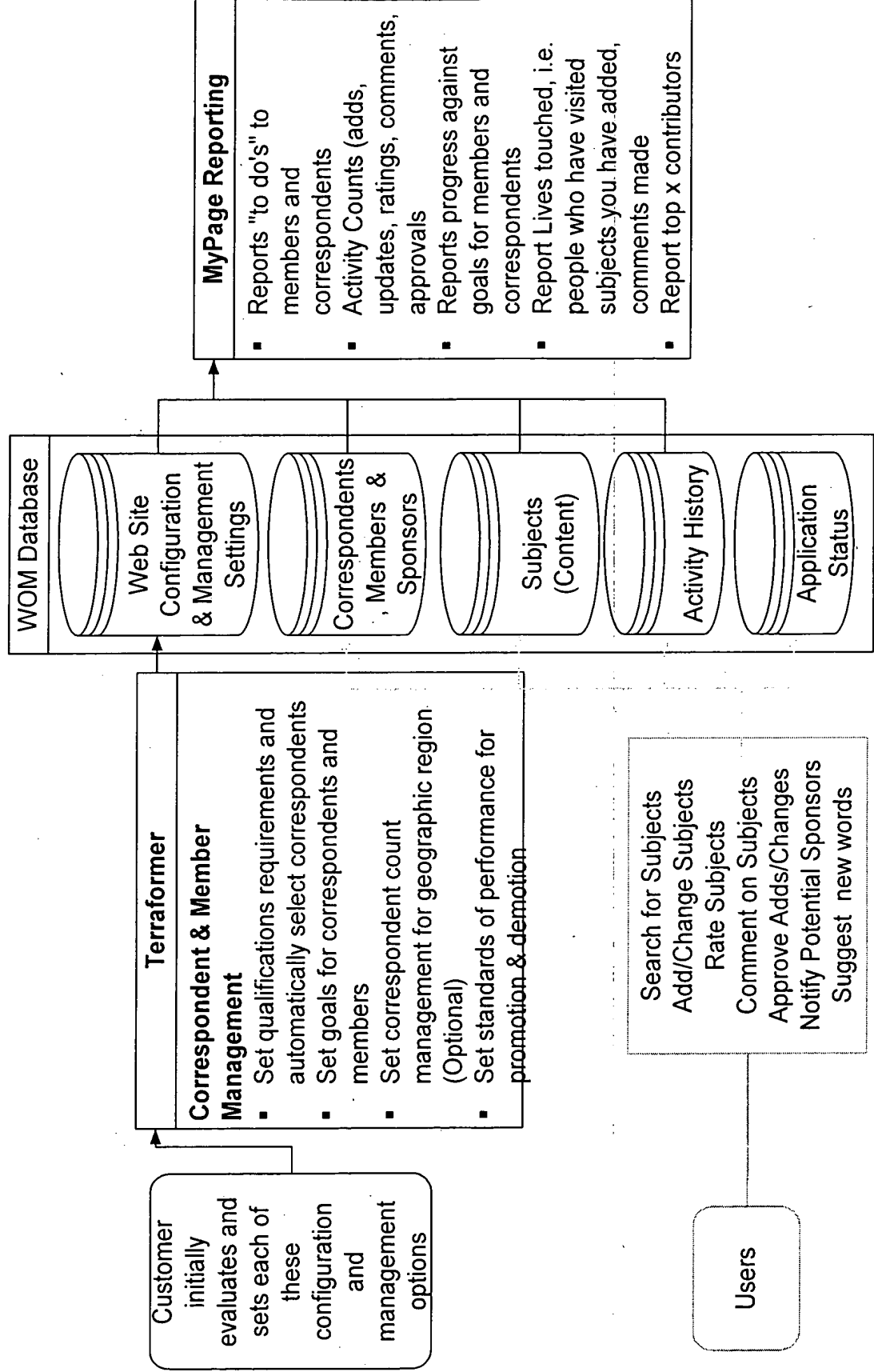


FIG. 9

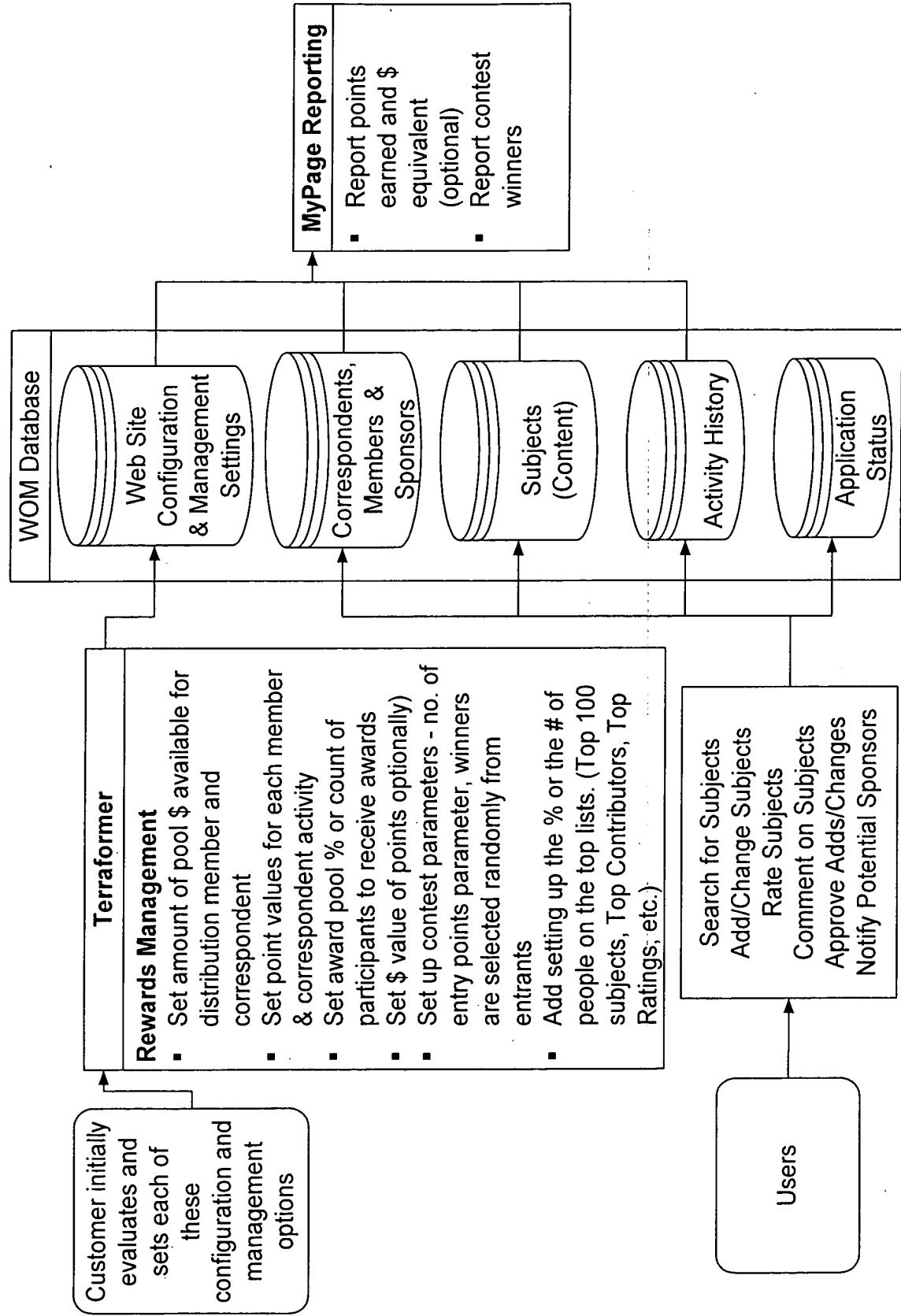


FIG. 10

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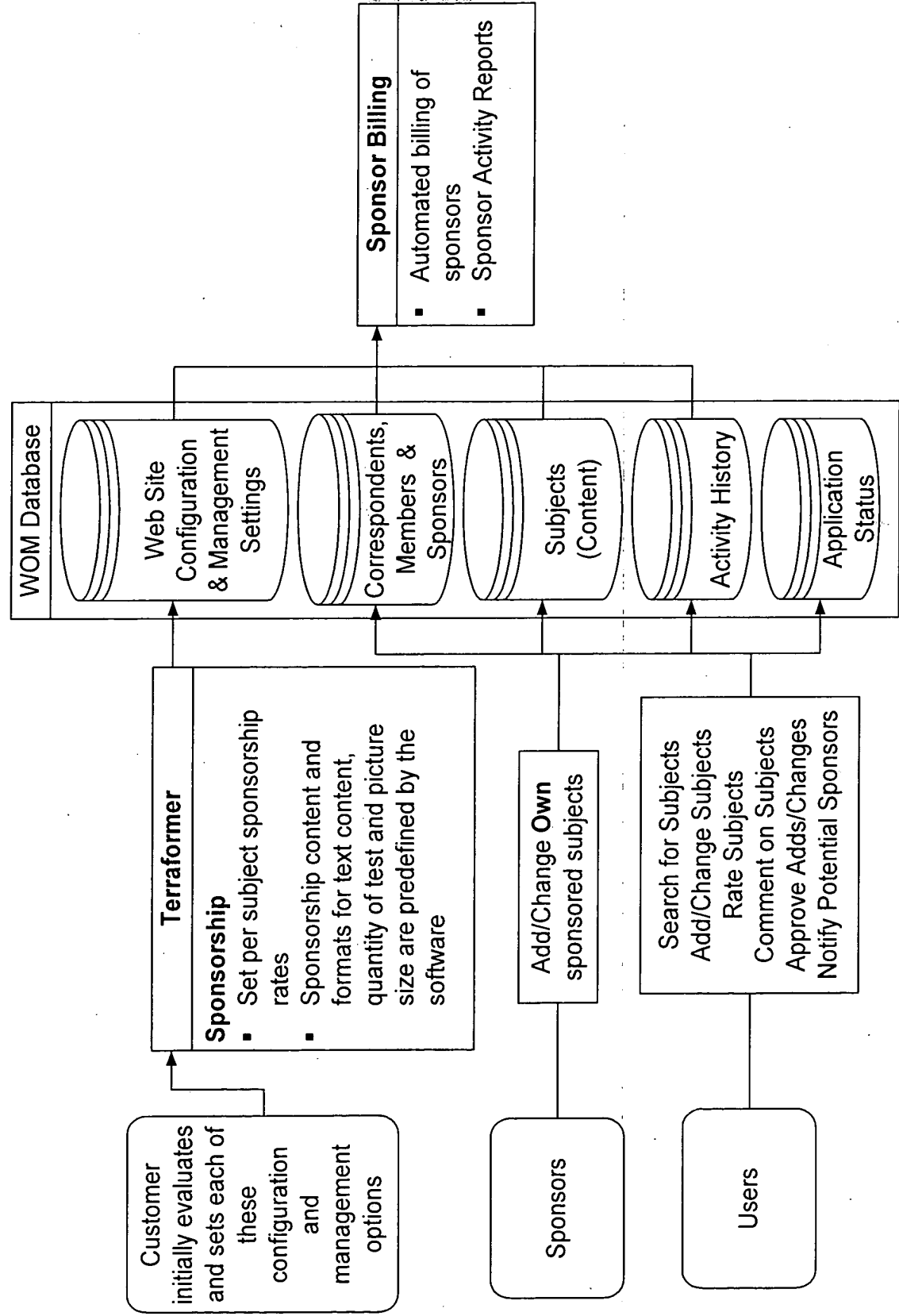


FIG. 11

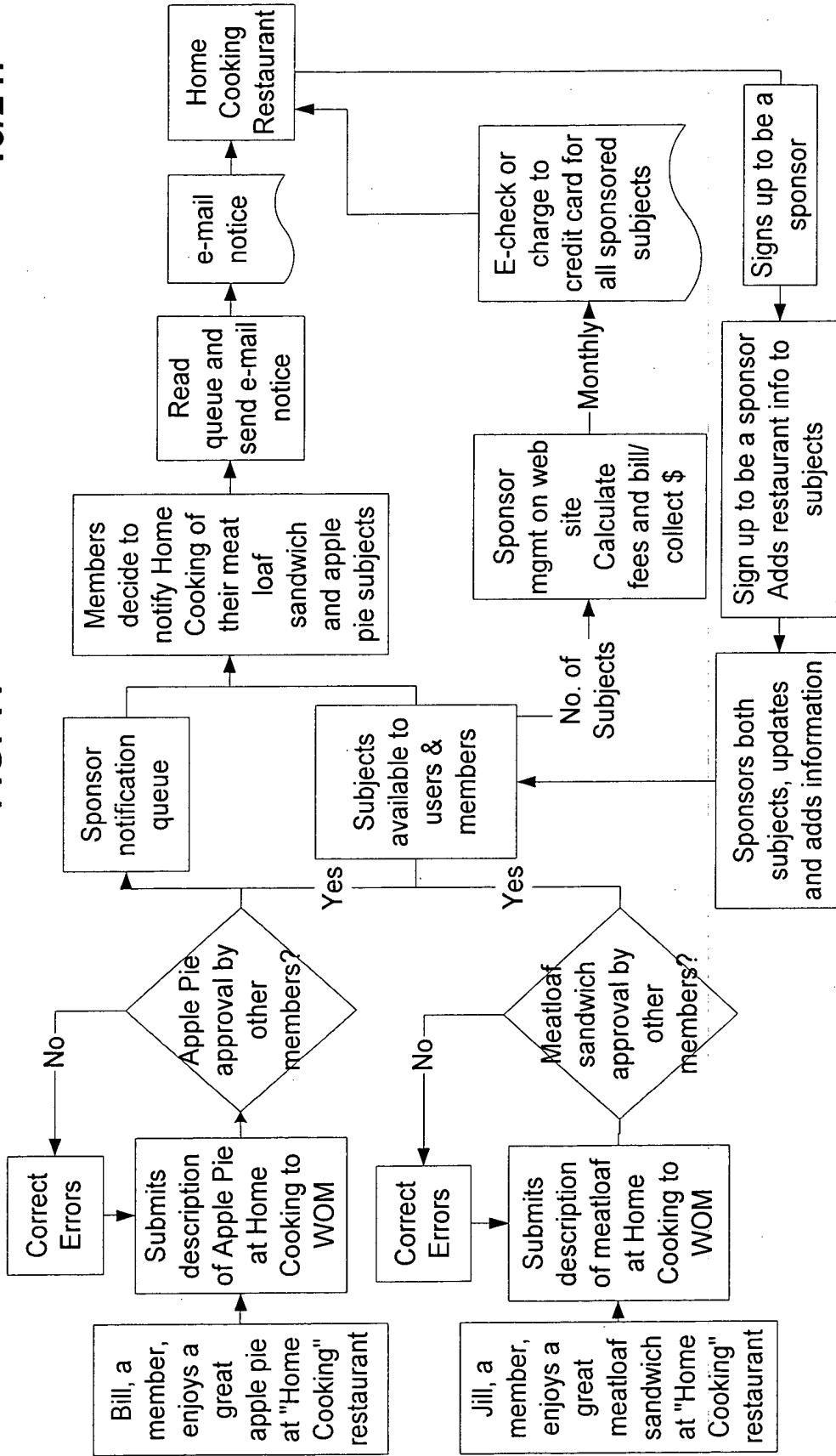


FIG. 13

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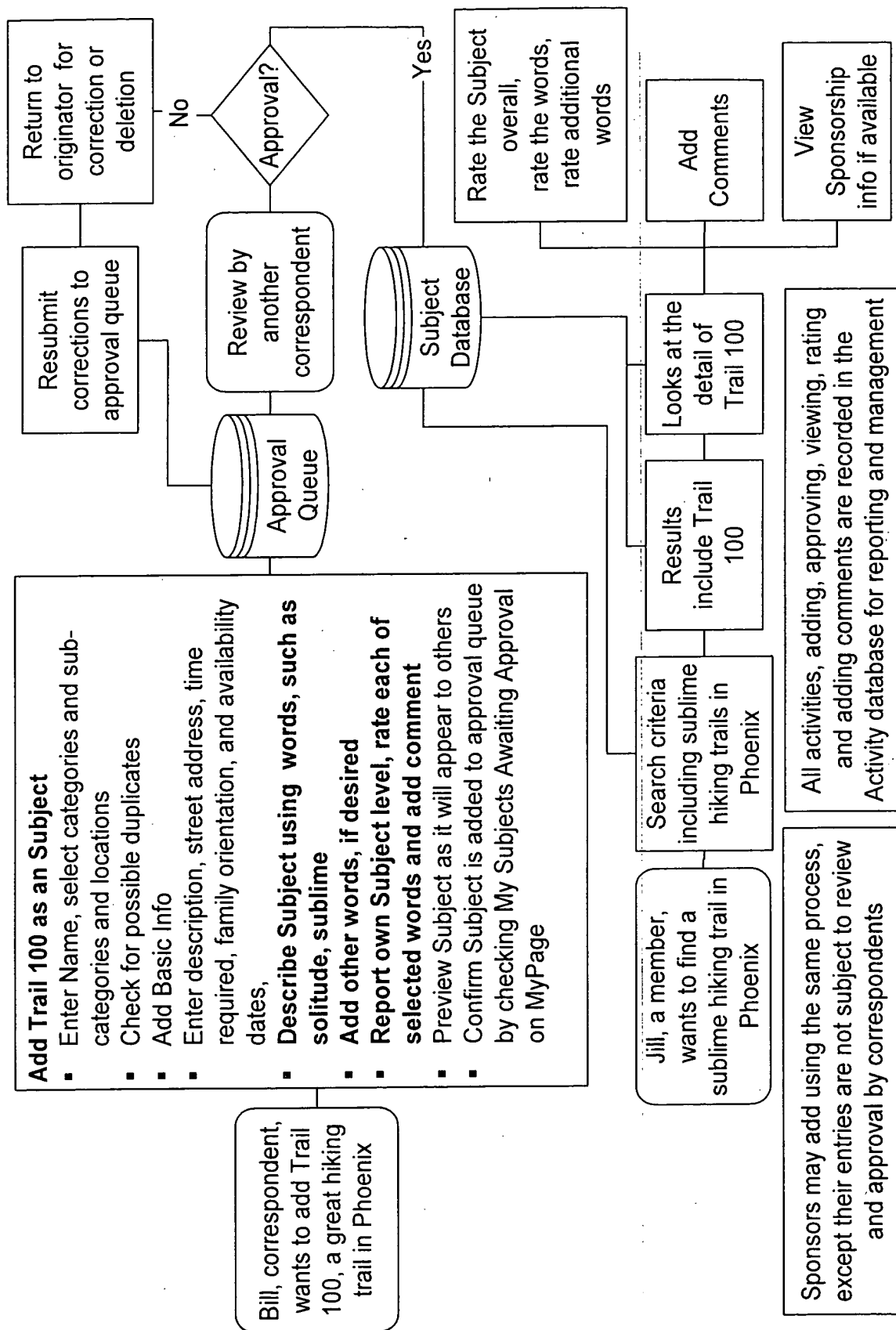


FIG. 14

Five factors are used to create a multiplication value that the system will use when weighting a rating a user has made. This value can either make the rating more or less influential. The five factors are:

1. Their role, member or correspondent;
2. Whether they have personally experienced the subject;
3. Self-reported qualification regarding the subject;
4. Other users' overall ratings of subjects added by the user;
5. Other users' degree of agreement with comments added by the user;

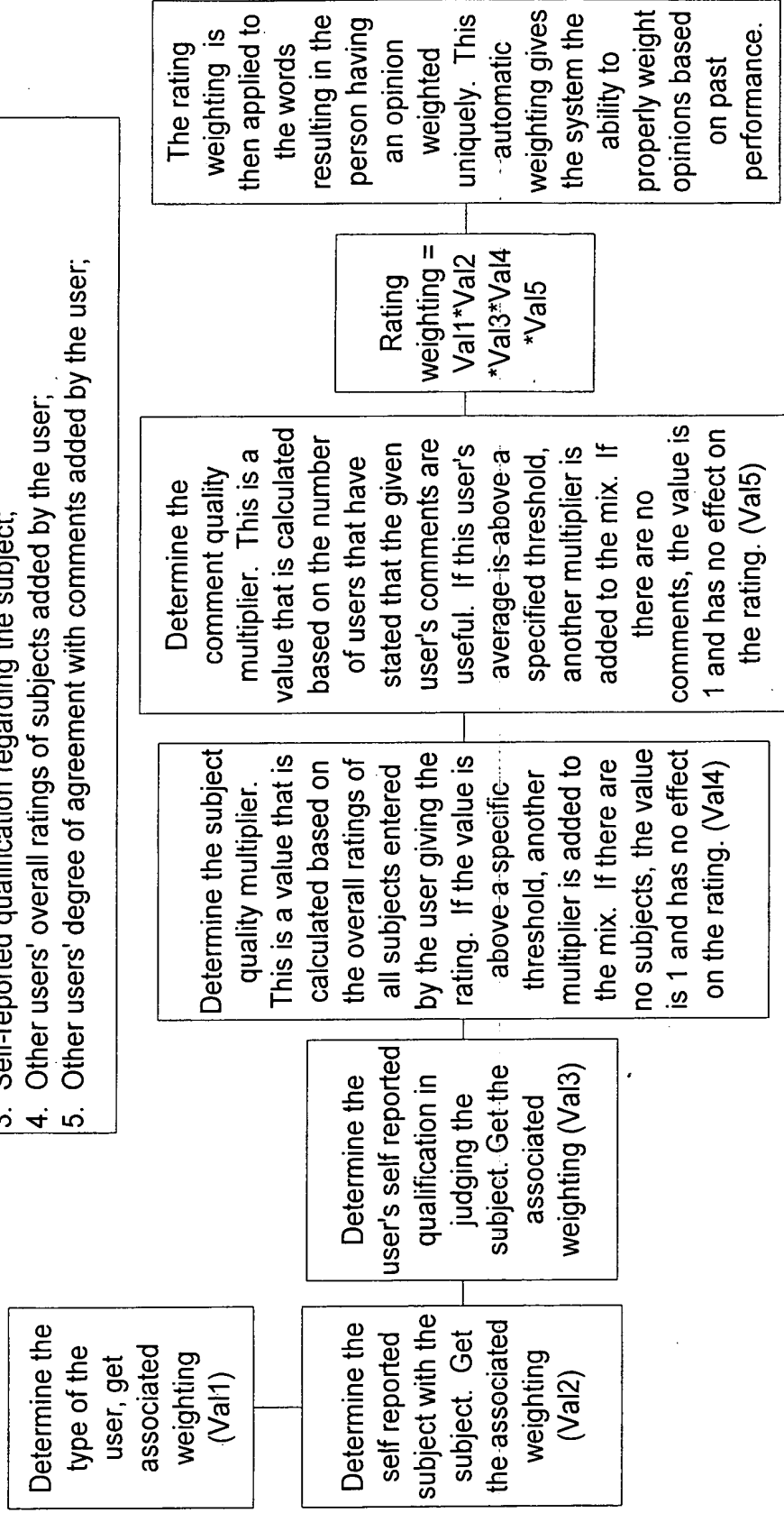


FIG. 15

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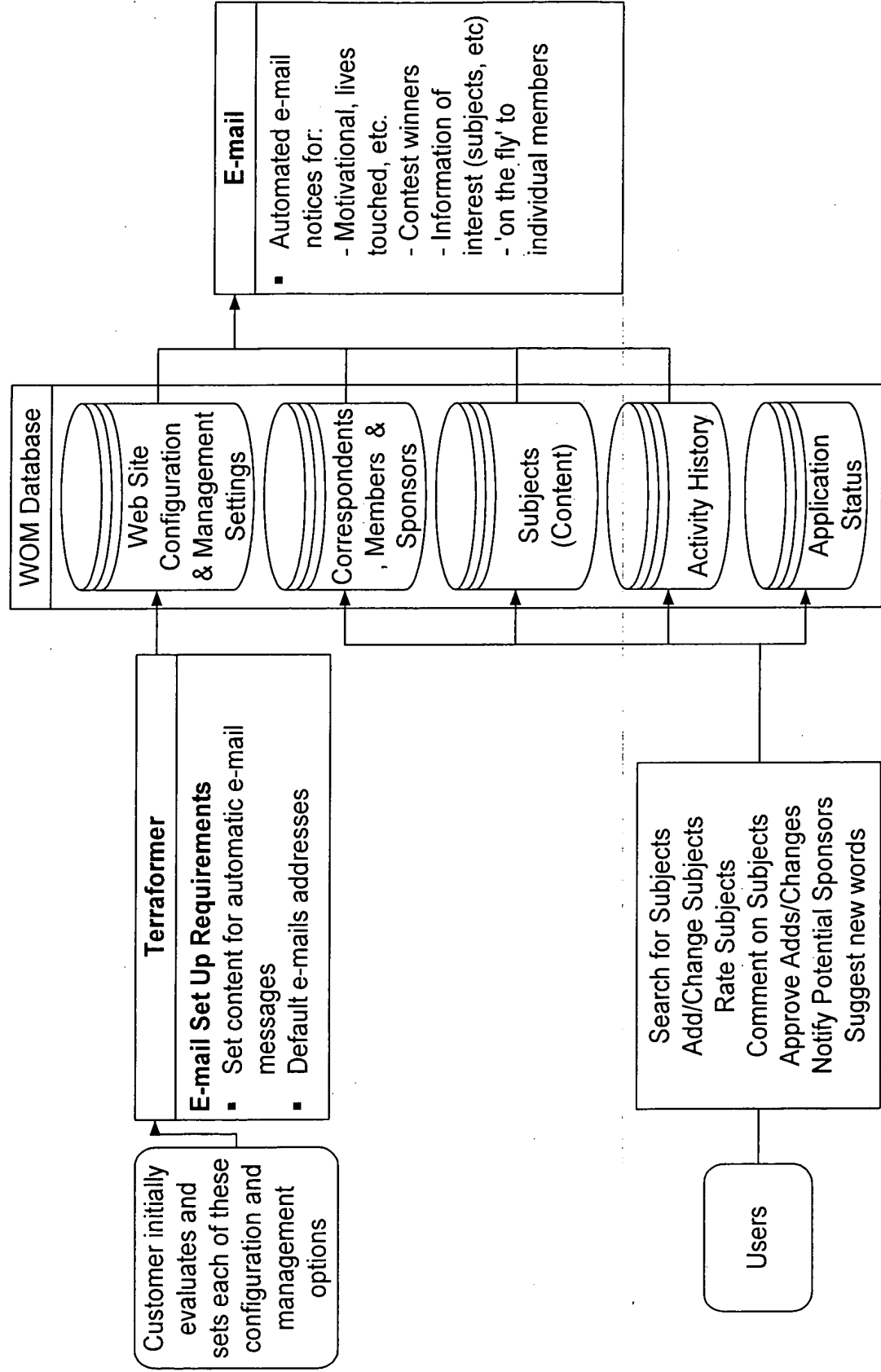
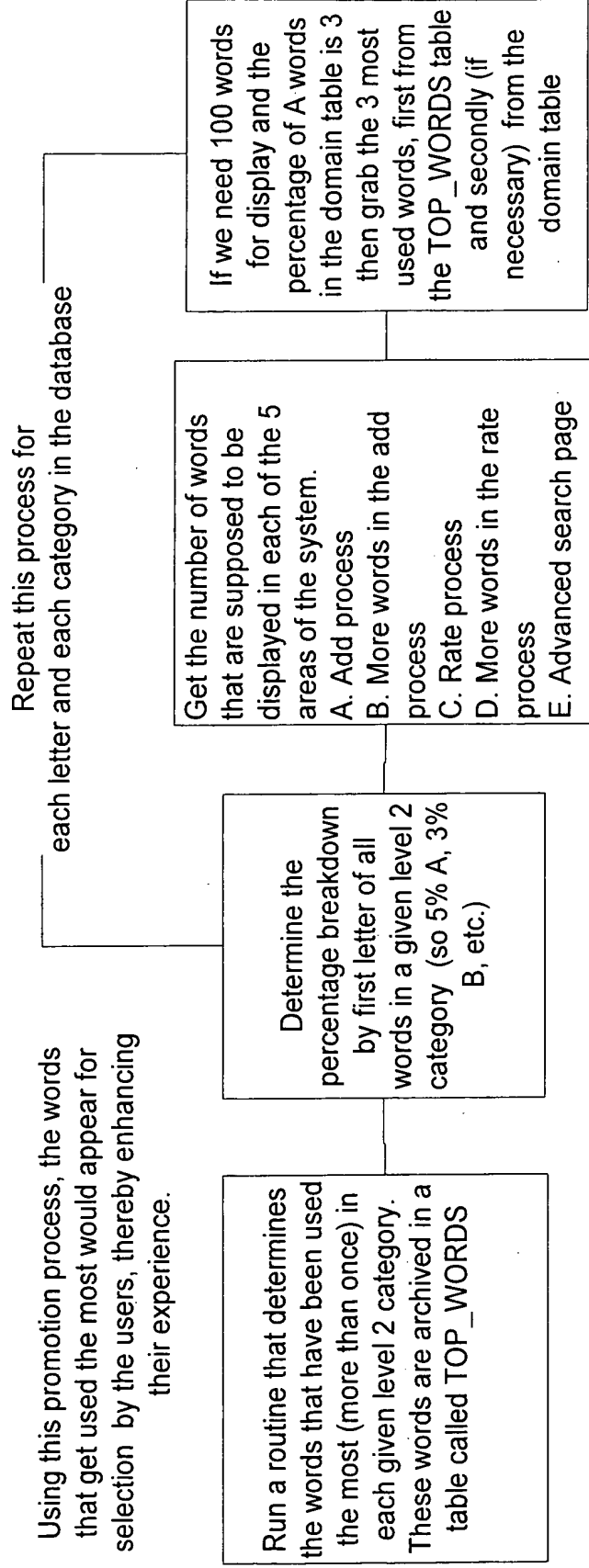


FIG. 16

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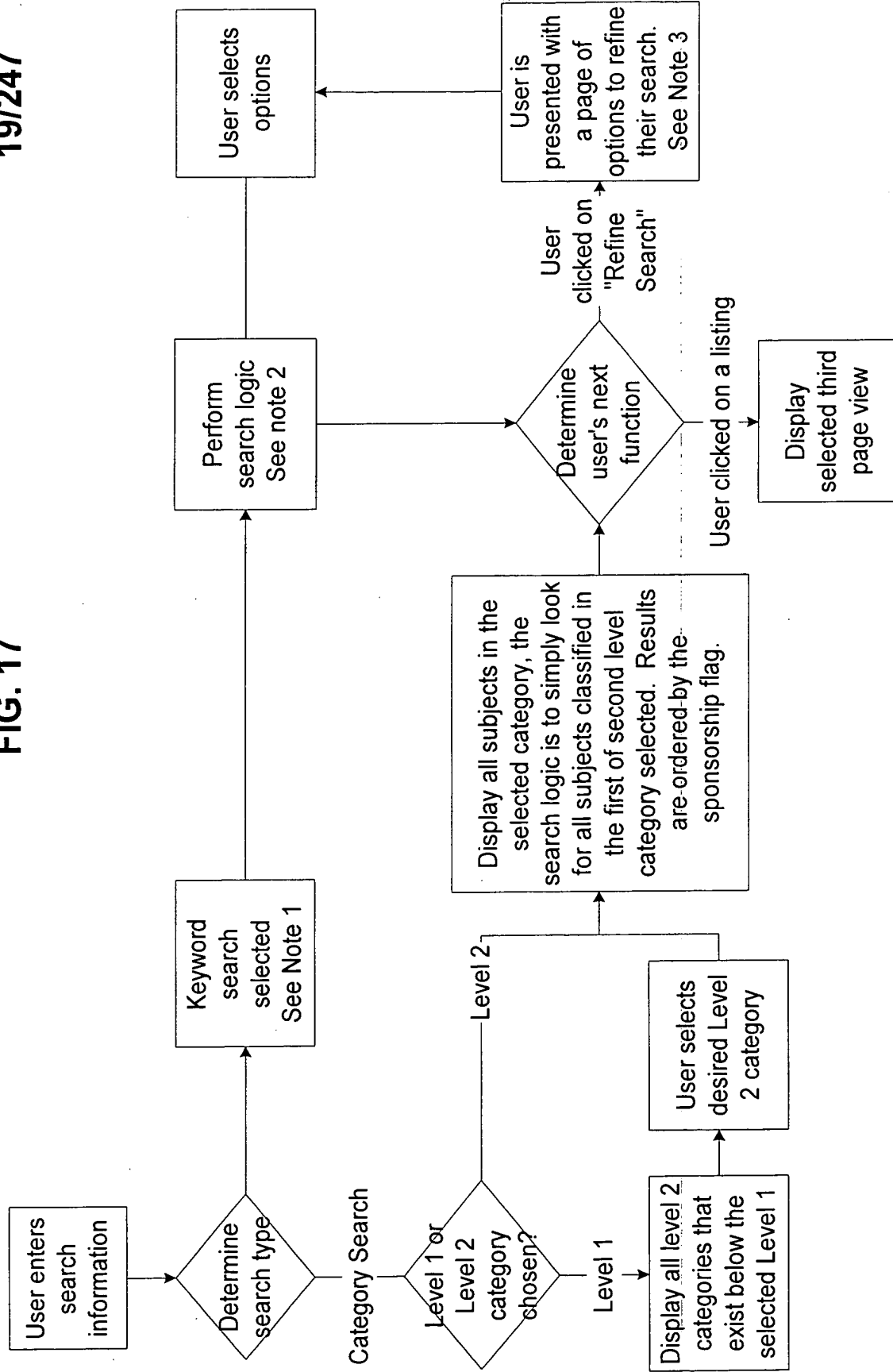


Assumptions:

1. An initial pool of words has been created for a given level 2 category.
2. Once a timeframe (week), the routine described above is run to determine what words appear where in the application.

FIG. 17

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Note 1

Locate any entries in the database that match the keywords specified. The keywords in the database are made up of the following:

- + Organization Name
- + Descriptive Words
- + Category Descriptors
- + Subject Description

The keywords that are located, must be rated greater than a given value before it qualifies as a match.

Note 2

The search logic is as follows:

Search for a subject that meets the original criteria specified, plus the following:

- + If a location field was specified, finds all subjects that are in that location, if a city was specified, check the subjects' city as well as the surrounding cities field.

+ If an appeal word was checked or entered in the free form entry box, check for subjects that have that descriptive word

- + If time or cost were specified, add these values to the selection criteria.

Note 3

Any option selected by the user will be applied in conjunction with the original criteria to further qualify the results of the query. The options presented to the user include the following:

- + Location: City, State, Zip
- + What appeals to you: A list of words selected by the system that have been used most often to describe the subjects included in the given category.
- + Free form word field: A location where the user can put a word or words that did not appear in 'What appeals to you'
- + Amount of money you would like to spend
- + Amount of time you would like to spend

FIG. 19

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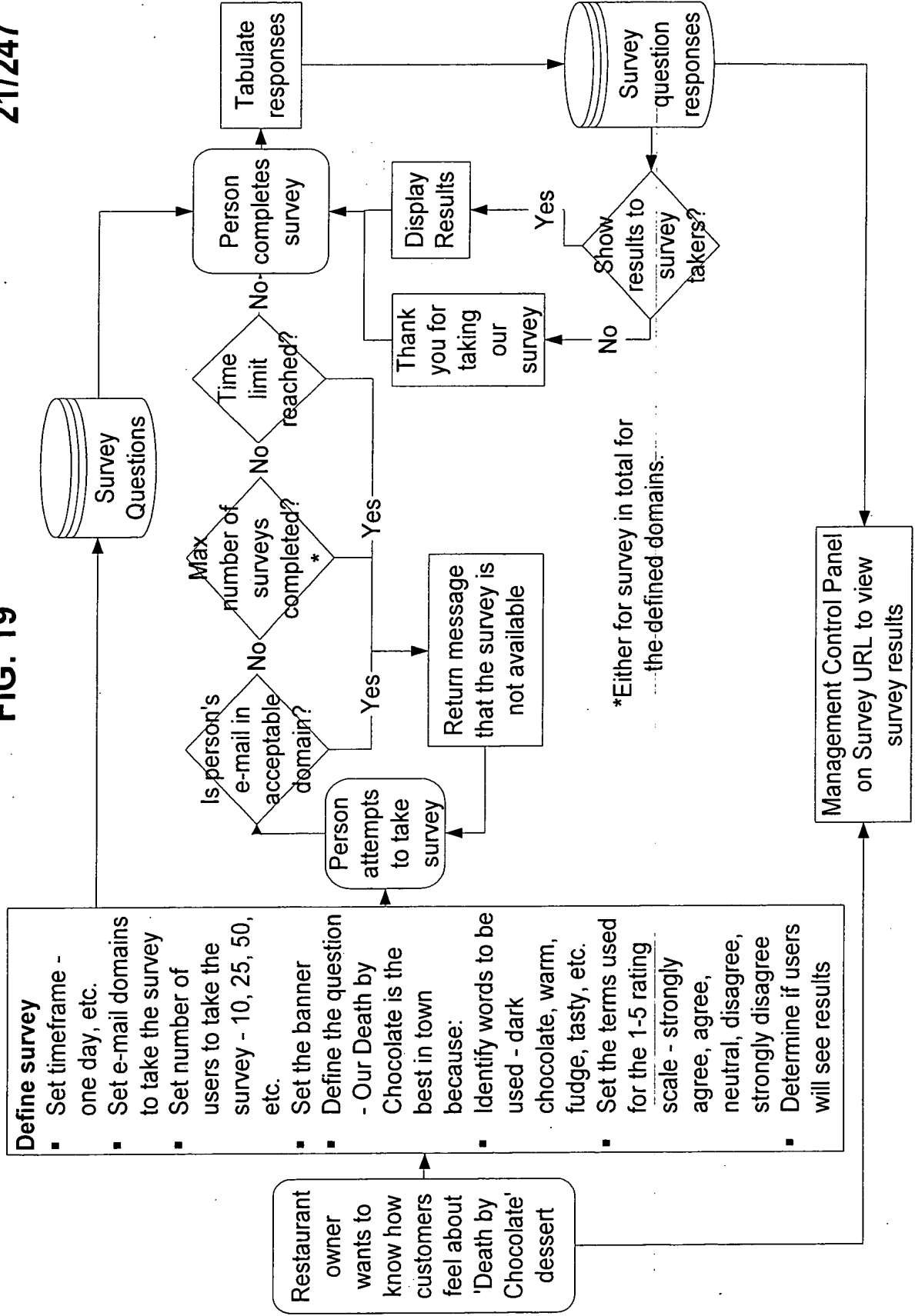


FIG. 20

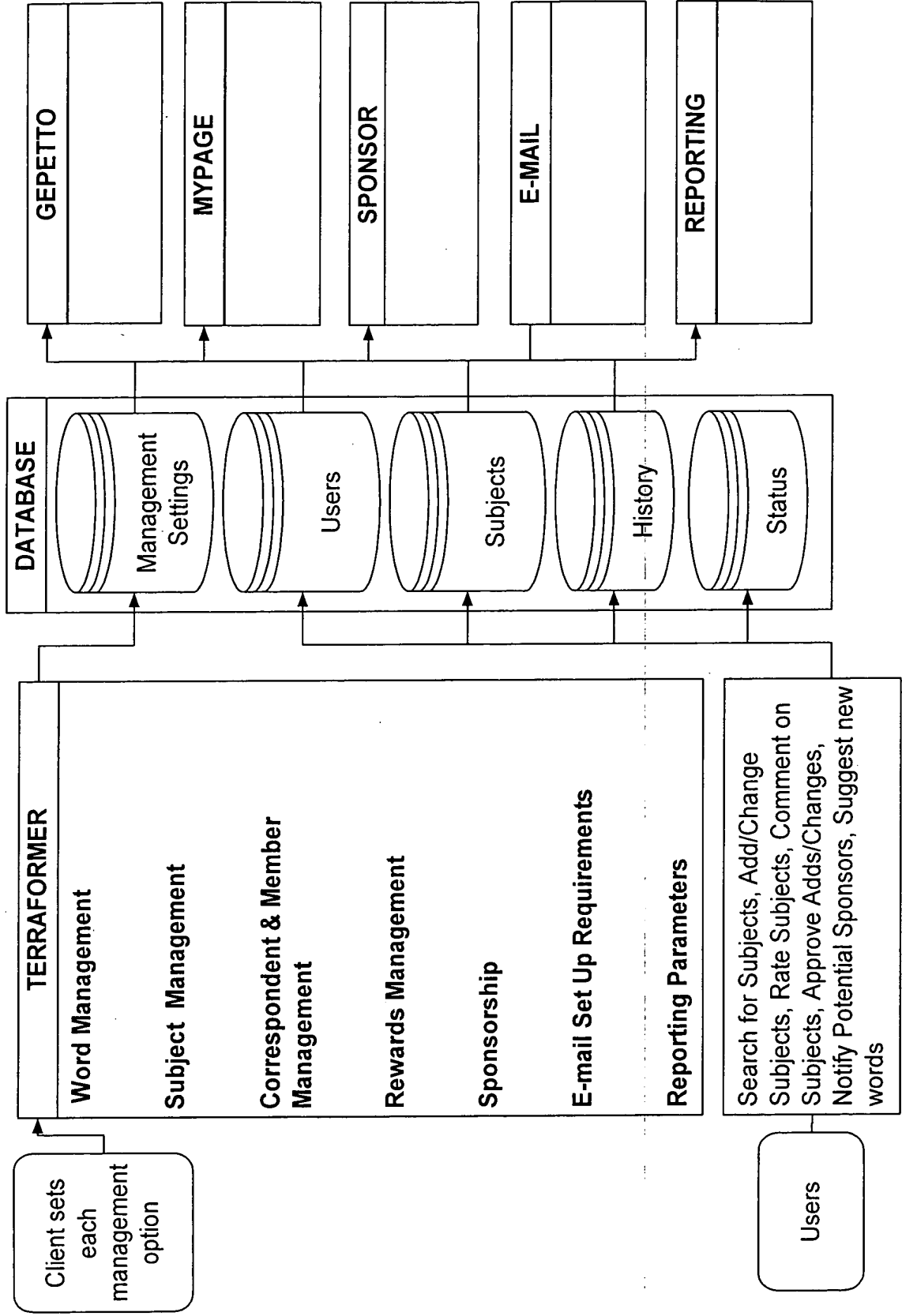


FIG. 21

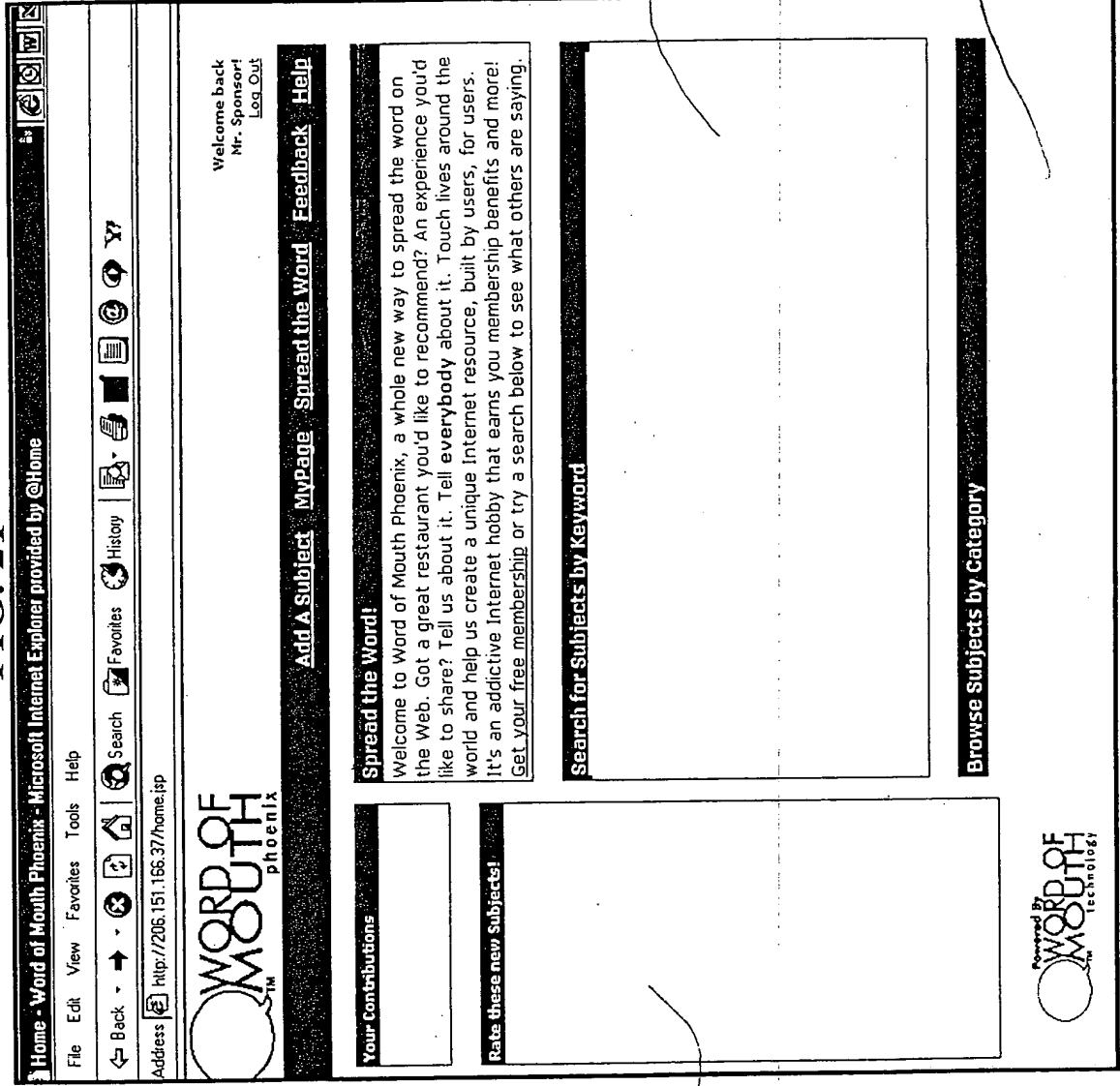


FIG. 22

Search for Subjects by Keyword

Type the word(s) you want to find.
Ex: "spaghetti," "discount shoes," etc.

Enter City, State and Country:

City: State: Country:

OR

Enter the ZIP and search radius:

ZIP Code: Search radius: [What's this?](#)

FIG. 23

Browse Subjects by Category			
<u>Accommodations</u>	<u>Entertainment</u>	<u>Health, Fitness & Beauty</u>	
<u>Bed and Breakfast, Business,</u>	<u>Amusement Parks, Art, ...</u>	<u>Alternative Medicine, Body</u>	
<u>...</u>		<u>Treatments, ...</u>	
<u>Restaurants & Food</u>	<u>Shopping</u>	<u>Sights & Attractions</u>	
<u>American, Asian, ...</u>	<u>Antiques, Appliances, ...</u>	<u>Art & Culture, Day Trips, ...</u>	
<u>Sports & Recreation</u>			
<u>Aviation, Baseball, ...</u>			

FIG. 24

Control Center

System Tables

Domain Tables

Email System

Subject Management

Reports

Gepetto

Miscellaneous

Accounting Actions

Action Groups

Age Groups

Banned Words

Bonus Points

Categories

Countries

Decline Reasons

Delete Reasons

Feedback Subjects

Invite Types

Questions and Answers

Regions

Categories

Accommodations

Entertainment

Health, Fitness & Beauty

Learning & Community Life

Restaurants & Food

Services

Shopping

Sights & Attractions

Sports & Recreation

Show Subcategories

Move Up

Move Down

Remove

Descriptive Words

New Category

Append

Insert

Explanation

Existing Category

Visible ☐

Update

Explanation

FIG. 25

Categories

Top Level >> Adventures in Science

Astronomy and Astrology

Aviation and Space

Ecology and Environment

Engineering Marvels

Museums

Paranormal

Science

Technology

Tours

Virtual Reality

Show Subcategories

Move Up

Move Down

Remove

Descriptive Words

New Category

Append

Insert

Explanation

Existing Category

Visible ☐

Update

Explanation

FIG. 26-A

<p>Earn Points</p> <p>There are so many ways to earn points. You even earn points for activity performed by others.</p> <p>Points earned for your activity:</p> <ul style="list-style-type: none"> • Add a subject that is published • Rate a subject • Comment on a subject • Suggest improvements • Recruit correspondents • Send emails to friends <p>Points earned for activity performed by others:</p> <ul style="list-style-type: none"> • Every time your subject is viewed • Every time your comment is viewed <p>Earn higher points when you become a correspondent. Click here to learn more.</p>	<p>Become a Member Please complete the following information (* indicates a required field)</p> <p>Personal Information - Click here to view our Privacy Policy.</p> <p>First, MI, Last Name <input type="text"/></p> <p>*E-Mail Address <input type="text"/></p> <p>*Zip / Postal Code <input type="text"/></p> <p>*Country <input type="text" value="United States"/></p> <p>*Date of Birth (mm/dd/yyyy) <input type="text"/></p> <p>*Gender <input type="text"/></p> <p>Account Information</p> <p>*User Name <input type="text"/> (must be between 6-20 characters)</p> <p>*Password <input type="text"/> (must be between 6-20 characters)</p> <p>*Password (again) <input type="text"/></p> <p>Password Hint <input type="text"/></p> <p>Save My Password <input type="checkbox"/></p> <p>Customize your MyPage - Get updates on your contribution and personal interests.</p> <p>My Interests A customized list of your favorite things to do and places to go.</p> <p>Select 1 Category <input type="text"/></p>
<p>MyPage</p> <p>Take a moment to customize MyPage so you can see when subjects are added that match your favorite things to do and places to go.</p>	

FIG. 26-B

My Organization You can identify any organization in our website you would like to receive updates on.	
Select up to three locations:	
Location 1	City <input type="text"/> State <input type="text"/> Country <input type="text" value="United States"/>
Location 2	City <input type="text"/> State <input type="text"/> Country <input type="text" value="United States"/>
Location 3	City <input type="text"/> State <input type="text"/> Country <input type="text" value="United States"/>
My Organization - a way to stay abreast on any organization listed on our website.	
Organization Name	<input type="text"/>
Organization Zip/ Postal Code	<input type="text"/>
How did you hear about us? <input type="text"/>	
If you were referred by a friend, please let us know who they are so they can receive points and recognition for their referral.	
By clicking "Submit" I declare that I am at least 13 years of age, and have read and agree to the Terms of Use .	
<input type="button" value="Submit"/>	

Learn More

- [View our FAQs](#)
- [View our Privacy Policy](#)
- [View our Reward Program](#)

Become a Correspondent!**This is a Limited Exclusive Opportunity!**

We are looking for real people – just like you – to help us create the first wordofmouth directory that enhances the way people share their knowledge on the Internet. You will be the inaugural Correspondents of this community and touch lives all over the world! As an inaugural Correspondent you will:

- Be the first to add, rate, and review the content that will be published in this directory
- Earn monetary rewards for your contribution
- Earn a percentage of sponsorship revenue
- Enjoy exclusive use of the website while creating this community

Can anyone be a Correspondent?

Correspondents are selected by zip code, age and gender to ensure a full and unbiased range of subjects on our website. Correspondents must be US residents over the age of 18. This exclusive opportunity is limited to 6 per zip code.

What are other benefits of a Correspondent?

- Participate in contests and prizes
- Be recognized for your contribution
- Gain special access and benefits of our website
- Touch lives around the world
- Enjoy a fun and interesting hobby
- Customize My Page to view and keep track of your contribution
- Receive updates on the Top Rated and Best of Best subjects each month
- Receive updates on all subjects in your area each month
- Bookmark your favorite subjects

What do I have to do and how much time does it take?

Helping us manage and maintain the quality of content takes no longer than 20-30 minutes a week, and you earn points at the same time! There are 2 ways to earn points:

1. Points for your activities:

FIG. 27-B

<p>1. Points for your activities:</p> <ul style="list-style-type: none">• Add, rate and review subjects• Review and approve content added by others• Maintain quality of content by updating subjects when necessary• Refer friends to our website <p>2. Points for activities performed by others:</p> <ul style="list-style-type: none">• Every time a subject is added in your area by someone else• Every time a subject or comment you add is viewed	<p>Apply Now!</p>
---	--------------------------

FIG. 28

Correspondent Application

All information is kept confidential (Required fields are marked with an *)

My Basic Information

*First Name, MI

*Last Name

*Alias (6-20 characters)

*E-Mail Address

*Zip / Postal Code

*Country

*Date of Birth (mm/dd/yyyy)

*Gender

My Account Information

*User Name (6-20 characters)

*Password (6-20 characters)

*Password (again)

Password Hint

Save My Password ☐

Would you like to be a Correspondent for the Word of Mouth Phoenix beta site? ☒ Yes ☐ No

My Personal Interests (optional)

Customize your list of favorite things to do and places to go:

Select 1 Category

Location 1

State

[Help](#)

FIG. 29

Questions

Select Question Type

Correspondent Application ▾

New Question

Append

Insert

Existing Question

Update

Would you like to be a Correspondent for the Word of Mouth Phoenix beta site?

Show Answers

Move Up

Move Down

Remove

FIG. 30

Control Center

System Tables

Domain Tables

Email System

Subject Management

Reports

Gepetto

Miscellaneous

Accounting Actions

Action Groups

Age Groups

Banned Words

Bonus Points

Categories

Countries

Decline Reasons

Delete Reasons

Feedback Subjects

Invite Types

Questions and Answers

Regions

Answers for Question:

Would you like to be a Correspondent for the Word of Mouth Phoenix beta site?

New Answer

Append

Point Value

Insert

Existing Answer

Update

Point Value

Yes

Show Questions

Move Up

Move Down

Remove

FIG. 31

Helpful Hints Adding a subject is easy! It takes only a few minutes! Earn Bonus Points! If your subject is already added, earn bonus points for rating and adding your comments! Please see our FAQs for more help.		Add a Subject (In Zip: 20 points, Other: 20 points) Enter Basic Information Need help? View sample page. Required fields are marked with an asterisk (*) *Enter the name of the Organization offering this Subject (please be as precise as possible): <input type="text" value="Bicycle Showcase"/> Classify this Subject: (Select at least one first-level and second-level category) <table border="0"> <tr> <td colspan="2">*First Level</td> <td colspan="2">*Second Level</td> </tr> <tr> <td>Category:</td> <td><input type="text" value="Shopping"/></td> <td>Category:</td> <td><input type="text" value="Antiques"/></td> </tr> <tr> <td>Category:</td> <td><input type="text" value="Sports & Recreation"/></td> <td>Category:</td> <td><input type="text" value="Aviation"/></td> </tr> <tr> <td>Category:</td> <td><input type="text"/></td> <td>Category:</td> <td><input type="text" value="Please select a first level category"/></td> </tr> </table> Location of Subject: (State required for U.S. Subjects only) <table border="0"> <tr> <td>*City:</td> <td><input type="text" value="Phoenix"/></td> <td>*State:</td> <td><input type="text" value="AZ"/></td> <td>Region:</td> <td><input type="text" value="Northeast Valley"/></td> </tr> <tr> <td>*ZIP Code:</td> <td><input type="text" value="85032"/></td> <td>Country:</td> <td colspan="3"><input type="text" value="United States"/></td> </tr> </table> Need help? Look up ZIP codes here. Surrounding Cities: <input type="text" value="Scottsdale"/> (Please separate cities with commas.) <input type="radio"/> Add cruise/tour locations for this subject		*First Level		*Second Level		Category:	<input type="text" value="Shopping"/>	Category:	<input type="text" value="Antiques"/>	Category:	<input type="text" value="Sports & Recreation"/>	Category:	<input type="text" value="Aviation"/>	Category:	<input type="text"/>	Category:	<input type="text" value="Please select a first level category"/>	*City:	<input type="text" value="Phoenix"/>	*State:	<input type="text" value="AZ"/>	Region:	<input type="text" value="Northeast Valley"/>	*ZIP Code:	<input type="text" value="85032"/>	Country:	<input type="text" value="United States"/>		
*First Level		*Second Level																													
Category:	<input type="text" value="Shopping"/>	Category:	<input type="text" value="Antiques"/>																												
Category:	<input type="text" value="Sports & Recreation"/>	Category:	<input type="text" value="Aviation"/>																												
Category:	<input type="text"/>	Category:	<input type="text" value="Please select a first level category"/>																												
*City:	<input type="text" value="Phoenix"/>	*State:	<input type="text" value="AZ"/>	Region:	<input type="text" value="Northeast Valley"/>																										
*ZIP Code:	<input type="text" value="85032"/>	Country:	<input type="text" value="United States"/>																												
		<input type="button" value="Continue"/>																													

FIG. 32

Add a Subject	
Enter Subject Information	Organization Name: Bicycle Showcase
Required fields are marked with an asterisk (*) Need help? View sample page.	
*Enter a short title for this Subject.	
<input type="text" value="Superb full service Trek and Gary Fisher bike dealer"/>	
*Enter a one-sentence summary of this Subject (see left column for examples).	
<input type="text" value="Two locations providing outstanding sales and service on all types and sizes of bikes with expereinced knowledgeable sales and service staff."/>	
Street address:	<input type="text" value="3102 E. Cactus Phoenix AZ"/>
Subject phone number:	<input type="text" value="602-971-0730"/>
Subject e-mail address:	<input type="text"/>
How much does it cost?	from: <input type="text"/> to: <input type="text"/> U.S. dollars
Comments:	
<input type="text" value="Reasonable prices on all types of repairs"/>	
How long does it take?	from: <input type="text"/> to: <input type="text"/> Minute(s) <input type="text"/>
Comments:	
<input type="text"/>	
Is it family-oriented?	<input checked="" type="radio"/> Yes <input type="radio"/> Somewhat <input type="radio"/> No
Comments:	
<input type="text"/>	

Helpful Hints**Describing the Subject:**

- The summary acts as a "title" for the subject
- The essence helps to describe the heart of the subject

Cost Examples:

\$0 to \$0 for free; \$10-\$50;
\$225-\$1250; \$3,000-\$5,000

Time Examples:

30-60 mins; 3-4 hrs; 5-7 days;
1-2 weeks; 1-3 months

Availability Examples:

Open during Jan, Feb Mar; From
1/1/01 - 3/1/01

Comments are helpful for
adding more detailed
information

Please see our [FAQs](#) for more
help.

FIG. 33

Add a Subject		Organization Name: Bicycle Showcase	
Enter Subject Information		Description: Superb full service Trek and Gary Fisher bike dealer	
Would you like to add your own words? Add them here!			
* Select at least 8 words that describe the subject (required).		Need help? View sample page.	
<input type="checkbox"/> Ballooning <input type="checkbox"/> Parachuting <input type="checkbox"/> Shows <input checked="" type="checkbox"/> Advanced <input type="checkbox"/> Air Field <input type="checkbox"/> Ancient <input type="checkbox"/> Art <input type="checkbox"/> Awesome <input type="checkbox"/> Blown Glass <input type="checkbox"/> Captivating <input type="checkbox"/> Classic <input type="checkbox"/> Clubs/Organizations <input type="checkbox"/> Costume Jewelry <input type="checkbox"/> Daring <input type="checkbox"/> Display Cases <input type="checkbox"/> Easy <input type="checkbox"/> Estate <input type="checkbox"/> Exciting	<input type="checkbox"/> Hang Gliding <input checked="" type="checkbox"/> Reliability <input checked="" type="checkbox"/> Value <input type="checkbox"/> Adventurous <input type="checkbox"/> Air Show <input type="checkbox"/> Antiques <input type="checkbox"/> Asian <input type="checkbox"/> Beginner <input type="checkbox"/> Books <input type="checkbox"/> Catalogue <input type="checkbox"/> Clinics <input type="checkbox"/> Coffee Table <input type="checkbox"/> Country French <input type="checkbox"/> Dealers <input type="checkbox"/> Distinctive <input type="checkbox"/> Energizing <input type="checkbox"/> European <input type="checkbox"/> Exclusive	<input type="checkbox"/> Helicopter <input checked="" type="checkbox"/> Selection <input type="checkbox"/> 1940'S <input type="checkbox"/> Affordable <input type="checkbox"/> Aircraft <input type="checkbox"/> Appraisals <input type="checkbox"/> Auction <input type="checkbox"/> Best <input type="checkbox"/> Breathtaking <input type="checkbox"/> Challenging <input type="checkbox"/> Clock <input type="checkbox"/> Collectibles <input checked="" type="checkbox"/> Craftsmanship <input type="checkbox"/> Delightful <input type="checkbox"/> Distributor <input type="checkbox"/> Enjoyable <input type="checkbox"/> Events <input type="checkbox"/> Facilities	<input type="checkbox"/> Location <input type="checkbox"/> Service <input type="checkbox"/> 1950'S <input type="checkbox"/> Affordable <input type="checkbox"/> American <input type="checkbox"/> Armoire <input checked="" type="checkbox"/> Authorized Dealers <input type="checkbox"/> Biplane <input type="checkbox"/> Cameras <input type="checkbox"/> China <input type="checkbox"/> Clothing <input type="checkbox"/> Collection <input type="checkbox"/> Crystal <input type="checkbox"/> Difficult <input type="checkbox"/> Dollhouses <input type="checkbox"/> Entertaining <input type="checkbox"/> Exceptional <input type="checkbox"/> Famous

FIG. 34

Opinion multiplier for "no experience"	0.75
Opinion multiplier for "experienced"	1
Minimum words selected in "Add" process	8
Minimum words on Add	25
Notify Sponsor of Add	<input type="checkbox"/>
Maximum descriptive words to display	50
Maximum appeal words on search	50
Maximum descriptive words on Add	100
Maximum descriptive words on Rate	50
Maximum descriptive words on Rate More	150
Minimum cash out amount	50000
Credit card cash out	<input type="checkbox"/>
Minimum rating score	1
Best of best cut-off	4.50

FIG. 35

Control Center

Domain Tables

Accounting

Actions

Action Groups

Age Groups

Banned Words

Bonus Points

Categories

Countries

Decline

Reasons

Descriptive Words

For category: Sports and Recreation

Select Descriptive Word

Descriptive Word

Priority

Low

Add

Remove

Help

FIG. 36

Add a Subject

Rating Importance of Words

All required fields are marked with a *

*Have you personally encountered this subject? ☒ Yes ☐ No

*How qualified are you to judge the nature of this subject?

How would you rate this subject overall?

* Please rate the importance of your descriptive words.

Organization Name: Mr. Sushi

Description: Delicious, inexpensive sushi

Need help? [View sample page.](#)

Descriptive Words	Importance: Extremely	Very	Important	Somewhat	Slight
Authentic	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Fast Service	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Friendly	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Large Portions	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Traditional	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Publish your thoughts! Add additional information.

Please give your comments a title:

*Enter your comments below:

Nestled in a strip mall in west Phoenix, you wouldn't expect to find the best sushi in the Valley here. But it must be seen to be believed -- give it a try.

Click [Continue](#) to see your results.

FIG. 37

System Parameters	
Number of months to keep opinions	9
Number days before delete	3
Number of days between ratings	30
Subject lock expiration (minutes)	10
Maximum reserve time (hours)	1
Minimum Correspondent score	1
Performance threshold (percent)	
Subject quality cut-off	1
Comment quality cut-off	1
Opinion multiplier for "slightly qualified"	0.80
Opinion multiplier for "somewhat qualified"	1
Opinion multiplier for "very qualified"	1.20

How would you describe this subject? (earn 5 points)

[illegible]

Select any additional words you would like to rate.

Would you like to add your own words? Add them here!

Select any words listed here and you will be able to rate them on the next page.

- | | | | |
|--|---|--|---|
| <input type="checkbox"/> Affordable | <input type="checkbox"/> Extraordinary Customer Service | <input type="checkbox"/> Luggage | <input type="checkbox"/> Scarves |
| <input type="checkbox"/> Antiques | <input type="checkbox"/> Eye-care Products | <input type="checkbox"/> Mail Order | <input type="checkbox"/> Souvenirs |
| <input type="checkbox"/> Attentive | <input type="checkbox"/> Family Owned | <input type="checkbox"/> Mattresses | <input type="checkbox"/> Sporting Goods |
| <input type="checkbox"/> Beauty Products | <input type="checkbox"/> First Edition | <input type="checkbox"/> Name Brands | <input type="checkbox"/> Stamps |
| <input type="checkbox"/> Bicycles | <input type="checkbox"/> Free | <input type="checkbox"/> Needlepoint | <input type="checkbox"/> Tall Sizes |
| <input type="checkbox"/> Blown Glass | <input type="checkbox"/> Full Size | <input type="checkbox"/> Old West | <input type="checkbox"/> Trains |
| <input type="checkbox"/> Buckles | <input type="checkbox"/> Golf Bags | <input type="checkbox"/> Orthopedic | <input type="checkbox"/> Underground |
| <input type="checkbox"/> Ceramics | <input type="checkbox"/> Grilling | <input type="checkbox"/> Outlet Store | <input type="checkbox"/> Uniforms |
| <input type="checkbox"/> China | <input type="checkbox"/> Hardware | <input type="checkbox"/> Overalls | <input type="checkbox"/> Versatile |
| <input type="checkbox"/> Clock | <input type="checkbox"/> Hats | <input type="checkbox"/> Pet Lover | <input type="checkbox"/> Vintage |
| <input type="checkbox"/> Cotton | <input type="checkbox"/> Home And Garden | <input type="checkbox"/> Pharmacy | <input type="checkbox"/> Watch |
| <input type="checkbox"/> Country | <input type="checkbox"/> Home Theater | <input type="checkbox"/> Photography Equipment | <input type="checkbox"/> Website |
| <input type="checkbox"/> Country French | <input type="checkbox"/> Hosiery | <input type="checkbox"/> Quality | <input type="checkbox"/> Western |
| <input type="checkbox"/> Crafts | <input type="checkbox"/> Independent | <input type="checkbox"/> Recliner | <input type="checkbox"/> Wigs |
| <input type="checkbox"/> Dance | <input type="checkbox"/> Kitchen Supplies | <input type="checkbox"/> Reliability | |
| <input type="checkbox"/> Distributor | <input type="checkbox"/> Knitting | <input type="checkbox"/> Rentals | |
| <input type="checkbox"/> Entertainment | <input type="checkbox"/> Lifestyle | <input type="checkbox"/> Saddles | |

Continue

FIG. 40

Your Comments (earn 5 points)

Please give your comment a Title:

Comments:

Your age:

Your gender:

male

Submit

Spell Check

Cancel

FIG. 41-A

<p>Add a Subject Preview your Subject</p>	<p>Organization Name: Bicycle Showcase Description: Superb full service Trek and Gary Fisher bike dealer</p> <p>Congratulations! This is how your subject will be viewed once approved!</p> <p>Click "Approve" to submit, or use the "Edit" buttons to make changes.</p> <div style="text-align: right; margin-top: 10px;"> <input type="button" value="Approve"/> </div>																
<p>Superb full service Trek and Gary Fisher bike dealer Edit Bicycle Showcase Edit 602-971-0730 3102 E. Cactus Phoenix, AZ Edit Phoenix, AZ 85032 United States Edit Northeast Valley</p>																	
<p>Description Edit</p> <p>Two locations providing outstanding sales and service on all types and sizes with experienced and knowledgeable sales and service staff</p>																	
<p>Information Provided By Our Users</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td colspan="2" style="background-color: #f2f2f2;">Member Ratings (1) Edit</td> </tr> <tr> <td colspan="2" style="background-color: #f2f2f2;">Overall Rating</td> </tr> <tr> <td colspan="2" style="background-color: #f2f2f2;">Important Words</td> </tr> <tr> <td>Bicycling (1)</td> <td style="text-align: right;">5.00</td> </tr> <tr> <td>Bmx (1)</td> <td style="text-align: right;">5.00</td> </tr> <tr> <td>Competitive (1)</td> <td style="text-align: right;">5.00</td> </tr> <tr> <td>Knowledgeable (1)</td> <td style="text-align: right;">5.00</td> </tr> <tr> <td>Location (1)</td> <td style="text-align: right;">5.00</td> </tr> </table>		Member Ratings (1) Edit		Overall Rating		Important Words		Bicycling (1)	5.00	Bmx (1)	5.00	Competitive (1)	5.00	Knowledgeable (1)	5.00	Location (1)	5.00
Member Ratings (1) Edit																	
Overall Rating																	
Important Words																	
Bicycling (1)	5.00																
Bmx (1)	5.00																
Competitive (1)	5.00																
Knowledgeable (1)	5.00																
Location (1)	5.00																
<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td>Estimated Time: Edit</td> <td>Estimated Cost:</td> <td>Family Oriented: Yes</td> <td>Availability: All Year</td> <td>View details...</td> </tr> <tr> <td colspan="5" style="background-color: #f2f2f2;">Comments (1) Edit</td> </tr> <tr> <td>12/21/00</td> <td colspan="3">Great Selection for All Levels</td> <td></td> </tr> </table>		Estimated Time: Edit	Estimated Cost:	Family Oriented: Yes	Availability: All Year	View details...	Comments (1) Edit					12/21/00	Great Selection for All Levels				
Estimated Time: Edit	Estimated Cost:	Family Oriented: Yes	Availability: All Year	View details...													
Comments (1) Edit																	
12/21/00	Great Selection for All Levels																

FIG. 41-B

Competitive (1)	5.00	Comments (1) Edit 12/21/00 Great Selection for All Levels
Knowledgeable (1)	5.00	
Location (1)	5.00	
Off Road (1)	5.00	
Outdoor (1)	5.00	
Reputable (1)	5.00	
Shoes (1)	5.00	
Specialty (1)	5.00	
Value (1)	5.00	
Family (1)	4.00	

Special Instructions [Edit](#)

Time Required: [Edit](#)

Estimated Cost: [Edit](#)

When Available: All Year [Edit](#)
 Open seven days per weeks except holidays.

Classifications [Edit](#)
 Shopping > Specialty Stores; Sports & Recreation > Cycling

Add your rating, click on the subject below!

Page 1 of 1 << Previous 1 Next >>

Didn't find what you were looking for? [Add it now!](#)

[Click here to try a new search](#) or [refine your search](#).

Summary/Location	Top Rated Words	
<u>Hike, Bike, Blade</u> A 12 mile Greenbelt of interconnected Parks on Indian Bend from Shea to McKellips. You can even go all the way to Tempe town lake Indian Bend Wash Scottsdale, AZ 85254 United States	Adventure Biking Trails Fun	5.00 Bicycling 5.00 Children 5.00 Pets Welcome
<u>Superb full service Trek and Gary Fisher bike dealer</u> Two locations providing outstanding sales and service on all types and sizes with experienced and knowledgeable sales and service staff Bicycle Showcase Phoenix, AZ 85032 United States , Northeast Valley	Bicycling Competitive Outdoor	More Info 5.00 Bmx 5.00 Location 5.00 Shoes
<u>Mountain bike through Thunderbird Park</u> Ride your mountain bike on the desert trails through Thunderbird Park Glendale Bicycle Program Glendale, AZ 85301 United States , Northwest Valley	Biking Free Great Workout	5.00 Enjoyable 5.00 Great Location/place 5.00 Trails
<u>Great Bike Ride</u> If you're not into centuries(100 miles for non bikers) or just want a nice 15 -20 mile ride, try around the new Tempe Town Lake and Scottsdale Park. City of Tempe Tempe, AZ 85283 United States	Bicycling Great Location/place Great Workout	5.00 Facilities 5.00 Free 5.00 Beginner
<u>Hilly and Popular Bike Ride</u> If you think Phoenix is all flat and you either want the challenge of a hilly ride or are trying to get in shape-try Bartlett Lake. City of Carefree Carefree, AZ 85254 United States	Bicycling Demanding Free	5.00 Challenging 5.00 Great Workout 5.00 Desert

FIG. 43-A

Mountain bike through Thunderbird Park

Glendale Bicycle Program
(623) 930-2940

Glendale, AZ 85301 United States
Northwest Valley

Added 01/04/01 by member Chess Nut Roasting

[Add to My Favorites](#)
[Suggest Improvements](#)
[Address/Phone Look-up](#)
[Print a Rating-To-Go form](#)
[Email this listing to a friend](#)

Description

Ride your mountain bike on the desert trails through Thunderbird Park

Information Provided By Our Users

Member Ratings [Add Your Rating](#)

Overall Ratings (1) ★★★★★

Important Words

Biking (1)	5.00
Enjoyable (1)	5.00
Free (1)	5.00
Great Location/place (1)	5.00
Great Workout (1)	5.00
Trails (1)	5.00
Hiking (1)	5.00
Inexpensive (1)	5.00
Off Road (1)	4.00
Views (1)	4.00

Estimated Time: 30 min to 90 min

Estimated Cost: Free

Family Oriented: Somewhat

Availability: All Year

[View details...](#)

Comments (1) [Add Your Comment!](#)

[Great fun for mountain bikers!](#)

FIG. 43-B

Special Instructions

For more information contact Susan Bookspan Bicycle Program, Room 333 5850
W Glendale AVE Glendale, AZ 85301

Time Required: 30 min to 90 min

Estimated Cost: \$0-0
Free

Family Oriented: Somewhat

When Available: All Year

Classifications

Sports & Recreation > Cycling; Sports & Recreation > Mountain

FIG. 44

Search by Category: Sports & Recreation

<u>Aviation</u> (1)	<u>Fishing</u> (4)	<u>Rugby</u> (0)
<u>Baseball</u> (7)	<u>Football</u> (2)	<u>Running</u> (0)
<u>Basketball</u> (1)	<u>Golf</u> (38)	<u>Sightseeing</u> (4)
<u>Billiards</u> (2)	<u>Gymnastics</u> (2)	<u>Skating</u> (4)
<u>Boating</u> (2)	<u>Hiking n' Walking</u> (40)	<u>Skiing</u> (4)
<u>Bowling</u> (2)	<u>Hockey</u> (3)	<u>Soccer</u> (1)
<u>Boxing</u> (0)	<u>Hunting</u> (0)	<u>Tennis</u> (0)
<u>Camping</u> (7)	<u>Martial Arts</u> (1)	<u>Tours</u> (1)
<u>Climbing</u> (2)	<u>Motor Sports</u> (0)	<u>Track & Field</u> (0)
<u>Cricket</u> (0)	<u>Mountain</u> (5)	<u>Volleyball</u> (0)
<u>Cycling</u> (6)	<u>OTHER</u> (4)	<u>Water</u> (5)
<u>Equestrian</u> (4)	<u>Racing</u> (5)	<u>Winter</u> (0)
<u>Extreme</u> (0)	<u>Rodeo</u> (0)	<u>Wrestling</u> (0)

*All

FIG. 45-A

Personalize your search!

You searched for: Sports & Recreation > Cycling

Please complete as many of the fields below as you wish. The more sections you complete, the more exact your search results will be.

Where do you want to search?

Enter a City and/or State and/or Country:

City: State: Country:

OR

Enter the Zip Code and search radius:

Zip Code: Search Radius:
(distance from center of ZIP Code)

What appeals to you?

(Choose as many words as you'd like)

- | | | |
|--|---|-------------------------------------|
| <input type="checkbox"/> Adventure | <input type="checkbox"/> Facilities | <input type="checkbox"/> Races |
| <input type="checkbox"/> Affordable | <input type="checkbox"/> Favorite | <input type="checkbox"/> Relaxing |
| <input type="checkbox"/> Beginner | <input type="checkbox"/> Free | <input type="checkbox"/> Retailers |
| <input type="checkbox"/> Bicycling | <input type="checkbox"/> Gays & Lesbians | <input type="checkbox"/> Sanctuary |
| <input type="checkbox"/> Biking | <input type="checkbox"/> Great Experience | <input type="checkbox"/> Scenic |
| <input type="checkbox"/> Biking Trails | <input type="checkbox"/> Great Location/place | <input type="checkbox"/> Secluded |
| <input type="checkbox"/> Cactus | <input type="checkbox"/> Great Workout | <input type="checkbox"/> Tandem |
| <input type="checkbox"/> Challenging | <input type="checkbox"/> Hiking | <input type="checkbox"/> Thrilling |
| <input type="checkbox"/> Clubs/Organizations | <input type="checkbox"/> Hiking Trails | <input type="checkbox"/> Trails |
| <input type="checkbox"/> Demanding | <input type="checkbox"/> Inexpensive | <input type="checkbox"/> Unicycling |

FIG. 45-B

<input type="checkbox"/> Demanding	<input type="checkbox"/> Inexpensive	<input type="checkbox"/> Unicycling
<input type="checkbox"/> Desert	<input type="checkbox"/> Mountain	<input type="checkbox"/> Views
<input type="checkbox"/> Enjoyable	<input type="checkbox"/> Natural Beauty	<input type="checkbox"/> Wildlife
<input type="checkbox"/> Equestrian Trails	<input type="checkbox"/> Off Road	
<input type="checkbox"/> Escape	<input type="checkbox"/> Peaceful	

Add more words to the search by entering them below, separating words/phrases with commas.
Example: Big burger, deli, hiking trails, etc.

How much do you want to spend on this Subject?
 (Enter \$0 in both boxes for free subjects)

from: \$ to: \$ U.S. dollars

How much time do you have to spend on this Subject?

Minute(s)

FIG. 46

What appeals to you?

(Choose as many words as you'd like)

- | | | |
|--|---|-------------------------------------|
| <input type="checkbox"/> Adventure | <input type="checkbox"/> Facilities | <input type="checkbox"/> Races |
| <input type="checkbox"/> Affordable | <input type="checkbox"/> Favorite | <input type="checkbox"/> Relaxing |
| <input type="checkbox"/> Beginner | <input type="checkbox"/> Free | <input type="checkbox"/> Retailers |
| <input type="checkbox"/> Bicycling | <input type="checkbox"/> Gays & Lesbians | <input type="checkbox"/> Sanctuary |
| <input type="checkbox"/> Biking | <input type="checkbox"/> Great Experience | <input type="checkbox"/> Scenic |
| <input type="checkbox"/> Biking Trails | <input type="checkbox"/> Great Location/place | <input type="checkbox"/> Secluded |
| <input type="checkbox"/> Cactus | <input type="checkbox"/> Great Workout | <input type="checkbox"/> Tandem |
| <input type="checkbox"/> Challenging | <input type="checkbox"/> Hiking | <input type="checkbox"/> Thrilling |
| <input type="checkbox"/> Clubs/Organizations | <input type="checkbox"/> Hiking Trails | <input type="checkbox"/> Trails |
| <input type="checkbox"/> Demanding | <input type="checkbox"/> Inexpensive | <input type="checkbox"/> Unicycling |
| <input type="checkbox"/> Desert | <input type="checkbox"/> Mountain | <input type="checkbox"/> Views |
| <input type="checkbox"/> Enjoyable | <input type="checkbox"/> Natural Beauty | <input type="checkbox"/> Wildlife |
| <input type="checkbox"/> Equestrian Trails | <input type="checkbox"/> Off Road | |
| <input type="checkbox"/> Escape | <input type="checkbox"/> Peaceful | |

Add more words to the search by entering them below, separating words/phrases with commas.
Example: Big burger, deli, hiking trails, etc.

FIG. 47

Speak your mind! <ul style="list-style-type: none">• Earn cash & prizes• Share your advice• Publish your ideas• Recommend a favorite• Rate a Subject Join now!
Add your 2 cents! <p>Add your 2 cents to this subject. Click here.</p>
Sponsor this Subject <p>Find out how Word of Mouth can help your business. Become a Sponsor!</p>
<p>Would you like the organization to offer more information?</p> <div><input type="button" value="Yes"/></div>

FIG. 48-A

Enter your Organization's Information		Need Help? View Sample Page
*Organization Name	<input type="text" value="Bicycle Showcase"/>	
*Address 1	<input type="text" value="3102 E. Cactus"/>	
Address 2	<input type="text"/>	
*City, State, Zip/Postal Code	<input type="text" value="Phoenix"/> <input type="text" value="AZ"/> <input type="text" value="85032"/>	
*Country	<input type="text" value="United States"/> ▼	
*Phone	<input type="text" value="602-991-0730"/>	
Fax	<input type="text" value="602-494-1364"/>	
Web Site URL	<input type="text" value="www.bicycleshowcase.com"/>	

FIG. 48-B

57 / 247

Administrative Contact <i>(for billing purposes)</i>	
*First Name	Richard
Initial	W
*Last Name	Hill
Title	
*E-Mail	rwhill@home.com
*Address 1	3102 E. Cactus
Address 2	
*City, State, Zip/Postal	Phoenix AZ 85032
*Country	United States ▼
*Phone	602-991-0730
Fax	602-494-1364
Continue	

FIG. 49-A

Sponsor your Subject in Five Easy Steps! Sponsorship Steps: 1. Sponsor your subject 2. Add Logo and Web Links ▶ 3. Add Custom Information 4. Review & Approve 5. Billing Summary and Checkout	Sponsor a Subject - Step 2 Enter Logo, Web links and Other Sponsorship Information for: Superb full service Trek and Gary Fisher bike dealer All required fields are marked with a * *Name of Organization for Display on Sponsorship Page (also used in keyword searches) <input type="text" value="Platinum III"/> View Sample Page Attach Your Logo: <input type="text"/> Browse... Help
Helpful Hints Attaching images and text • Images should be a .gif or .jpg • Use text from subjects you already sponsored by clicking on a subject below and use copy and paste: Need Help? View and Print Detailed Instructions Have more questions? View our FAQs	Enter Address and Phone Number of subject Help Address <input type="text" value="3102 E. Cactus Phoenix, AZ"/> City, State, Zip <input type="text" value="Phoenix"/> <input type="text" value="AZ"/> <input type="text" value="85032"/> Country <input type="text" value="United States"/> Phone Number <input type="text" value="602-971-0730"/> Provide an Image and Summary for this Subject Attach Image: <input type="text" value="C:\My Documents\My Pictur"/> Browse... Help *Summary of Subject <input type="text" value="We carry a full line of bikes including the new Trek Fuel 100."/>

FIG. 49-B

Add a link to your website - Enter your URL address [Help](#)

Website URL:

Provide "Special Offers" to visitors of your site [Help](#)

Text for link should read:

Describe the "Special Offers" that can be easily printed and redeemed at your location

Let your visitors contact you via email directly [Help](#)

Text for link should read:

Enter information for the person who will receive inquiries for this subject.

E-Mails sent to:

☒ Same as Administrative Contact

-or-

FIG. 49-C

-or-	
Enter New E-Mail Contact Information	
*First Name	<input type="text" value="Richard"/>
Initial	<input type="text" value="W"/>
*Last Name	<input type="text" value="Hill"/>
Title	<input type="text"/>
*E-Mail	<input type="text" value="rick@womone.com"/>
<input type="button" value="Continue"/>	

FIG. 49-D

Sponsor a Subject - Step 3

Choose up to 10 Customized Sections with Pictures and Detail Information

Customized Section 1

Title:

☒ Use Standard Title:

Hours of Operation

(select 1 for each section)

-or-

☐ Use Custom Title:

Section Text: *(detailed information you want to provide your visitors about this feature)*

Monday through Friday 10AM to 7PM

Saturday 10AM to 5PM

Sunday 11AM to 4PM

Move Up

Move Down

FIG. 50

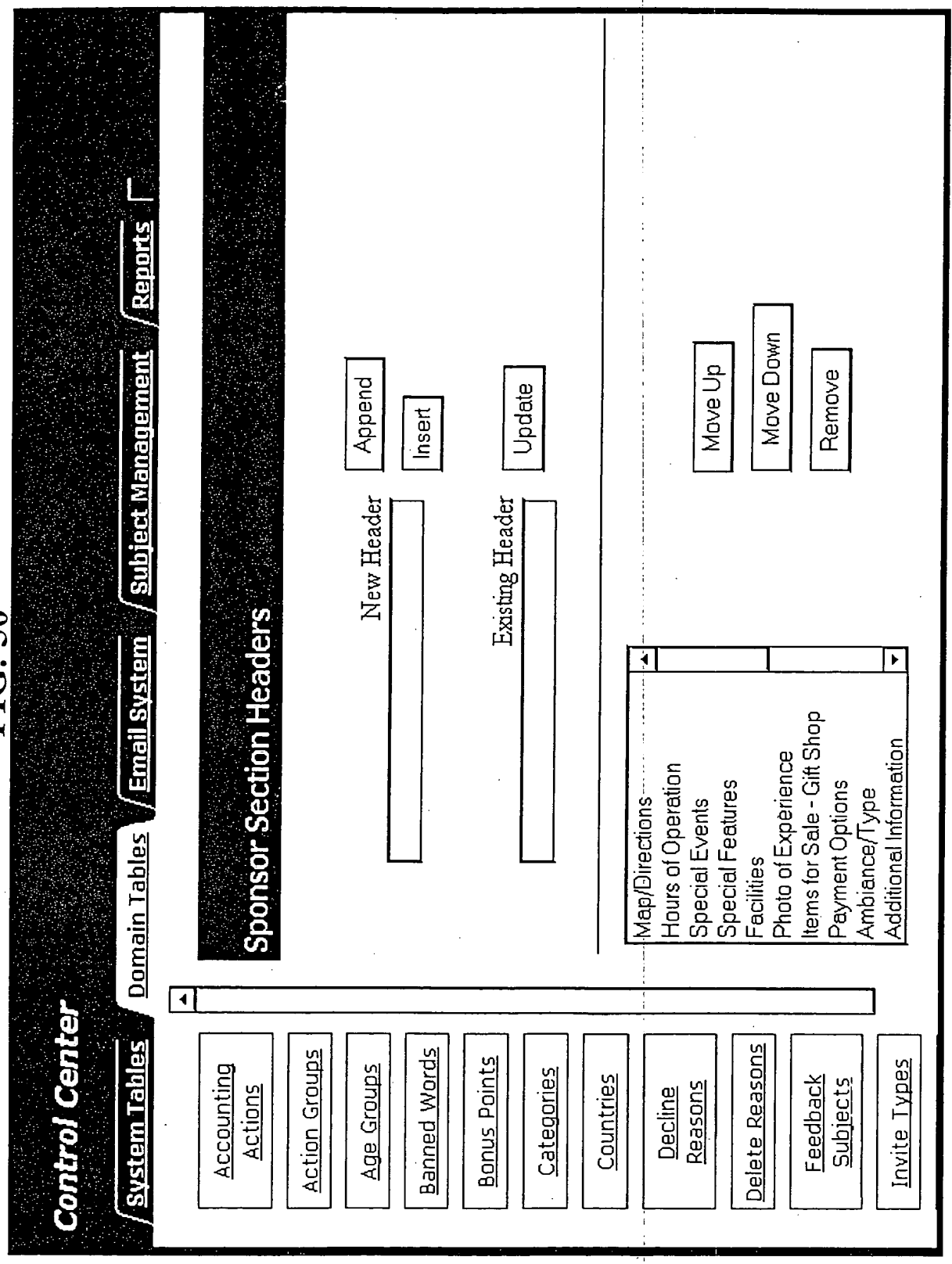


FIG. 51-A

Sponsor a Subject - Step 4 Preview your sponsored subject

Organization Name: **Platinum III**
Description: **Superb full service Trek and Gary Fisher bike dealer**

Congratulations! This is how your sponsored page will look.

Click on "Submit" to enter your payment information and submit this subject for publication on our site.

[Submit](#)

Superb full service Trek and Gary Fisher bike dealer

Platinum III [Edit](#)

(www.bicycleshowcase.com)

602-971-0730

3102 E. Cactus Phoenix, AZ

Phoenix, AZ 85032 United States

Northeast Valley

[Add to My Favorites](#)
[Maintain This Subject](#)
[Request More Information](#)
[Contact Us](#)
[Internet Special](#)
[Print a rate form](#)

Added 12/21/00 by member Ms. Sponsor

Summary of Subject [Edit](#)



We carry a full line of bikes including the new Trek Fuel 100.

Description of Subject

Two locations providing outstanding sales and service on all types and sizes with experienced and knowledgeable sales and service staff

FIG. 51-B

Information Provided By Our Users

Member Ratings(1)

Add Your Rating

Overall Rating

Important Words

Bicycling (1)

5.00

Bmx (1)

5.00

Competitive (1)

5.00

Location (1)

5.00

Outdoor (1)

5.00

Shoes (1)

5.00

Value (1)

5.00

Specialty (1)

5.00

Reputable (1)

5.00

Off Road (1)

5.00

Knowledgeable (1)

5.00

Family (1)

4.00

Estimated Time:

Estimated Cost:

Family Oriented: Yes

Availability: All Year

[View details...](#)

Comments(1)

[Add Your Comment!](#)

12/21/00

[Great Selection for All Levels](#)

Hours of Operation

Edit

Monday through Friday 10AM to 7PM Saturday 10AM to 5PM Sunday 11AM to 4PM

Map/Directions

Edit

We have two shops for your convenience. 3102 E. Cactus, just west of AZ 51 on Cactus. 7229 E. Shea, just east of Scottsdale Road on Shea.

Special Instructions

FIG. 51-C

Special Instructions	
Time Required:	
Estimated Cost:	
Family Oriented:	Yes
When Available:	All Year
Open seven days per week except holidays.	
Classifications	
Shopping > Specialty Stores; Sports & Recreation > Cycling	

FIG. 52

Sponsor your Subject in Five Easy Steps! Sponsorship Steps: 1. Sponsor your subject 2. Add Logo and Web Links 3. Add Custom Information 4. Review & Approve 5. Billing Summary and Submit ▶	<div> Sponsor a Subject - Step 5 Payment Information </div> <div> Billing Summary: The following will be billed to your credit card: One-time sponsorship fee \$10.24 Superb full service Trek and G \$5.12 Total \$15.36 </div> <div> Please enter your payment information below: All required fields are marked with a * </div> <div> *Credit Card Type: <input type="text" value="Visa"/> </div> <div> *Card Number <input type="text" value="*****"/> </div> <div> *Expiration Date (mm/yyyy) <input type="text" value="02"/> / <input type="text" value="03"/> </div> <div> *Name on Card <input type="text" value="Bicycle Showcase"/> </div> <div> <input type="button" value="Purchase Sponsorship"/> </div>
Helpful Hints: 1. Credit card will be automatically billed each month 2. Confirmation will be emailed to you once transaction is complete 3. Print out confirmation for your files 4. All transactions are secured. If you have questions on security, please view our Privacy Policy Have more questions? View our FAQs	

FIG. 53

**Sponsor a Subject
Payment Confirmation**

Congratulations! Your sponsorship has been processed and approved. A receipt has been e-mailed to you at rwhill@home.com. What would you like to do now?

View Subject Just Sponsored

Superb full service Trek and Gary Fisher bike dealer

Sponsor another subject:

OR

Add and Sponsor Your Subject!

If you do not have a subject listed, you can Add and Sponsor a New Subject now!

[GO TO MY PAGE](#)

[GO HOME](#)

FIG. 54-A

Superb full service Trek and Gary Fisher bike dealer

Bicycle Showcase
(www.bicycleshowcase.com)

602-971-0730

3102 E. Cactus Phoenix, AZ
Phoenix, AZ 85032 United States
Northeast Valley



[Add to My Favorites](#)
[Suggest Improvements](#)
[Request More Information](#)
[Contact Us](#)
[View Special Offers](#)
[Print a Rating-To-Go form](#)
[Email this listing to a friend](#)

Added 12/21/00 by member [Mr. Sponsor](#)

Summary of Subject



Two great locations to meet your every bicycling need.

Description of Subject

Two locations providing outstanding sales and service on all types and sizes with experienced and knowledgeable sales and service staff

Information Provided By Our Users

Member Ratings	Add Your Rating
Overall Ratings (1)	
Important Words	
Bicycling (1)	5.00
Bmx (1)	5.00
Competitive (1)	5.00
Location (1)	5.00
Outdoor (1)	5.00
Shoes (1)	5.00
Value (1)	5.00
Specialty (1)	5.00

Estimated Time:	Unknown
Estimated Cost:	Unknown
Family Oriented:	Yes
Availability:	All Year
View details...	
Comments (1) Add Your Comment!	
Great Selection for All Levels	

FIG. 54-B

Specialty (1)	5.00
Reputable (1)	5.00
Off Road (1)	5.00
Knowledgeable (1)	5.00
Family (1)	4.00

Map/Directions
 Our Scottsdale store is located at 7229 E. Shea in the Windmill Plaza. Our Phoenix store is located at 3102 E. Cactus, just west of the Squaw Peak freeway.

Special Instructions

Time Required: Unknown

Estimated Cost: Unknown

Family Oriented: Yes

When Available: All Year
 Open seven days per weeks except holidays.

Classifications
 Shopping > Specialty Stores; Sports & Recreation > Cycling

[illegible]

FIG. 56

Suggest your own improvement!

All required fields are marked with a *

Please select a Priority, Reason, and Basis for your suggestion.

***Priority**

-Select One-

***Reason**

-Select One-

***Basis**

-Select One-

***Suggestions/Feedback:**

☐ Please send me an e-mail with the outcome of my suggestion.

rick@womone.com

Submit

Cancel

FIG. 57-A

Womp Correspondent 1's MyPage November 10, 2000		Status: - 12345 Total lives touched: 381
My Contributions A detailed view of your activity.		
Subjects Added	220 lives touched	
Comments Added	161 lives touched	
Subjects Awaiting Approval		
Rejected Subjects		
My To Do List: A way to earn points by reviewing and approving content before it's published.		
Improve Your Sponsor Page(s) Notify Organizations about subjects you added (earn 20 points each)		
In your zip code: Review subjects added (200 points each) Review suggested improvements (200 points each) Review subjects recommended for deletion (200 points each)		
In all zip codes: Review subjects added (200 points each) Review suggested improvements (200 points each) Review subjects recommended for deletion (200 points each) Notify organizations for subjects added (20 points each)		

FIG. 57-B

My Favorite Subjects (manage favorites) <i>The perfect place to store your favorite subjects.</i>			
Accommodations(0)	Community Services(0)	Entertainment(0)	
Fitness and Beauty(2)	Learning Opportunities(0)	New Folder(0)	
Restaurants(3)	Shopping(1)	Sightseeing and Attractions(0)	
Sports Bars(2)	Sports and Recreation(0)		
My Interests [Restaurants, Chandler, AZ] (modify my profile) <i>A customized list of your favorite things to do and places to go.</i>			
What's Hot for Restaurants in Chandler, AZ Recently Added Subjects for Restaurants in Chandler, AZ All Subjects in Chandler, AZ Best of Best in Chandler, AZ			
My Organization [Tomasos,] (modify my profile) <i>A way to stay abreast on any organization listed on our website.</i>			
View all Subjects			
My Rewards <i>A detailed summary of your contribution and points earned.</i>			
Points Earned	104,520		
Account Balance	\$ 430		

FIG. 58

My Contributions	
A detailed view of your activity.	
<u>Subjects Added</u>	220 lives touched
<u>Comments Added</u>	161 lives touched
<u>Subjects Awaiting Approval</u>	
<u>Rejected Subjects</u>	

FIG. 60

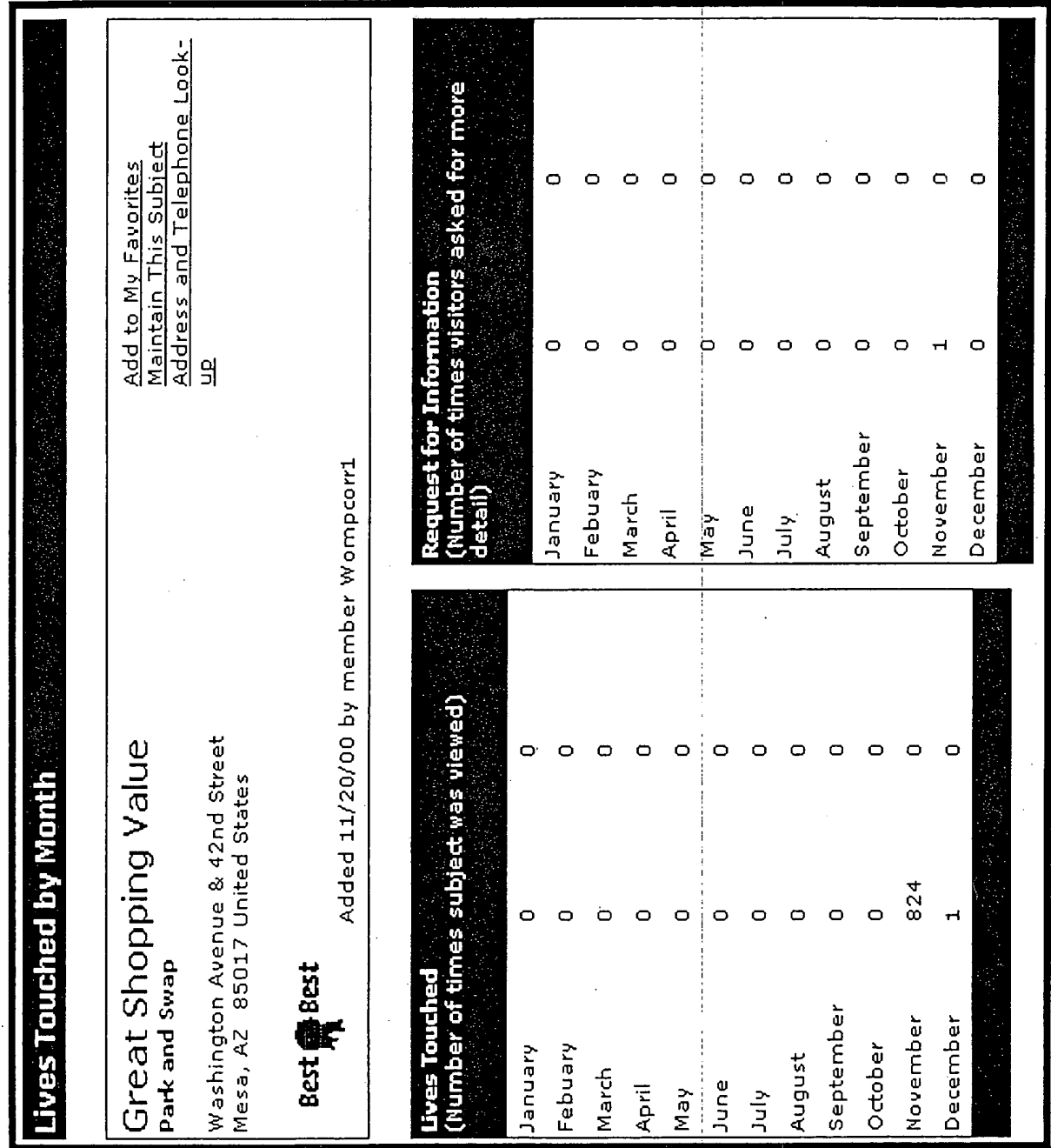


FIG. 61

Comment Views Detail Page

Great Shopping Value
Park and Swap

Washington Avenue & 42nd Street
Mesa, AZ 85017 United States



Added 11/20/00 by member Wompcorr1

[Add to My Favorites](#)
[Maintain This Subject](#)
[Address and Telephone Look-
up](#)

Comment Views

12/04/2000	<u>Stolen property</u>	1	0%
11/21/2000	<u>ffff</u>	0	0%
11/21/2000	<u>asdf</u>	0	0%
11/21/2000	<u>asdf</u>	0	0%
11/21/2000	<u>ffff</u>	0	0%
11/21/2000	<u>ffff</u>	573	0%
11/21/2000	<u>sadf</u>	0	0%
11/21/2000	<u>title</u>	0	0%
11/21/2000	<u>sadf</u>	0	0%
11/21/2000	<u>sadf</u>	0	0%
11/21/2000	<u>title</u>	0	0%
11/21/2000	<u>title</u>	0	0%
11/21/2000	<u>sadf</u>	0	0%
11/21/2000	<u>title</u>	0	0%

FIG. 62

Womp Correspondent 1's Comments

Filter By

Earn Points - Click on any subject to rate & review. Click on Comment Title to view details.

Page 1 of 10 << Previous 1 2 3 4 Next >>

Comment Title	Summary/Location	Lives Touched	Rated Useful
<u>skiing is fun</u> corr1 womp 22	<u>Skiing Down Chair 16</u> Mount Snow New York, NY 12345 United States, North	8	100%
I like to ski, and New York is one of the best places to ski... <u>a great hike</u> corr1 womp 22	<u>Highline Trail deep forest hiking</u> Tonto National Forest Christopher Creek, AZ 85541 United States, Southwest	0	not rated
filled with nature and a spectacular view... <u>A great hike</u> corr1 womp 22	<u>Highline Trail deep forest hiking</u> Tonto National Forest Christopher Creek, AZ 85541 United States, Southwest	0	not rated
filled with nature and a spectacular view... <u>this is a test comment</u> corr1 womp 22	<u>this is the test subject one</u> Jape Wisteria Productions San Luis Rey, AK 12345 United States, Centre	1	not rated
testing the comment <u>quality assurance and football</u> corr1 womp 22	<u>American football</u> Gregory Inc. New York, NY 54321 United States,	2	not rated
never mix!! <u>Additional Information</u> corr1 womp 22	<u>poughkeepsie has good food</u> jape wisteria productions Poughkeepsie, NY 12345 United States, Centre	0	not rated
food is nutritious and wonderful...try it sometime...			

Womp Correspondent 1's Subjects Awaiting Review by: All

Click Edit to make final modifications before review. Click Delete to remove a subject before review.

Page 1 of 2 << Previous 1 2 Next >>

Summary/Location	Detail Information	Date Submitted
<u>poughkeepsie has good food</u> poughkeepsie has really good food. What's interesting about this is that most places have good food. So maybe this isn't really exceptional at all...	Cost: \$1-1 Time: 1 min to 1 min Family: Yes	10/25/2000 New Edit Delete
<u>jape wisteria productions</u> Poughkeepsie, NY 12345 United States Centre		
<u>test bug # 281</u> test bug # 281	Cost: Time: Family:	10/26/2000 New Edit Delete
<u>test bug # 281</u> Miami, FL 12345 United States		
<u>testing really long text descriptions</u> descriptions testing really long text descriptions testing really long text descriptions testing really long text descriptions testing really long...	Cost: \$5555-5555 Time: 5 min to 222 min Family: Somewhat	10/27/2000 New Edit Delete
<u>Jape Wisteria Productions</u> Tronna, AK 12345 United States Centre		
<u>Beautiful fresh flowers</u> Fresh flowers of all types	Cost: \$2-200 Time: 5 min to 10 min Family: Yes	10/30/2000 New Edit Delete
<u>Rosies Florist Service</u> Buffalo, NY 90210 United States		
<u>Hotel Motel Phoenix Arizona Airport</u> The place to be for being close to the airport	Cost: \$55-75 Time: 1 day to 3 day Family: Yes	10/30/2000 New Edit Delete
<u>Holiday Inn Express</u> Phoenix, AZ 85035 United States Southwest		

FIG. 64

Womp Correspondent 1's Rejected Subjects		
Click on Edit to modify your subject for re-submission. Click on Delete to remove this subject.		
Summary/Location	Reason for Rejection	Date Submitted
There are currently no subjects to view.		

FIG. 65

My To Do List:
A way to earn points by reviewing and approving content before it's published.

Improve Your Sponsor Page(s)
Notify Organizations about subjects you added (earn 20 points each)

In your zip code:
Review subjects added (200 points each)
Review suggested improvements (200 points each)
Review subjects recommended for deletion (200 points each)

In all zip codes:
Review subjects added (200 points each)
Review suggested improvements (200 points each)
Review subjects recommended for deletion (200 points each)
Notify organizations for subjects added (20 points each)

FIG. 66

Notify Organizations You Added All
 Earn more points - check out organizations waiting review in other categories

Page 1 of 1 << Previous 1 Next >>

Summary/Location	Top Rated Words	Detail Information	Notify
<u>availability test 1</u>	Chinese Songs	5.00 Cost:	<u>Notify</u>
<u>availability test 2</u>	Spoiled	5.00 Time:	
<u>availability test</u>	Zero	5.00 Family:	
Miami, FL 12345 United States,	Barbeque	4.25	
<u>Primate Research</u>			<u>Notify</u>
Research social and family structure, distribution, and abundance of free-ranging dolphins, primates, and manatees, amongst many other adventurous expeditions	Exhilarating	5.00 Cost: \$280-2190	
	Rewarding	5.00 Time: 1 wk to 1 wk	
	Scientific	5.00 Family: No	
<u>Oceanic Society Expeditions</u>	Swimming Skills	5.00	<u>Notify</u>
San Francisco, CA 94123 United States, Northwest			

FIG. 67

<p>5 Easy Steps</p> <ol style="list-style-type: none"> 1. Enter Contact information 2. Select letter 3. Personalize (optional) 4. Check for spelling 5. Submit <p>Your e-mail will contain a link back to this subject for review by organization.</p> <p>View our FAQs</p>	<p>Notify Organization (Value = 20 points each)</p> <p>Breathtaking scenic drive</p> <p>Breathtaking scenic drive</p> <p>Globe, AZ 85254 United States Southwest</p> <p>Added 10/30/00 by member Longtallsally</p> <p> Add to My Favorites Maintain This Subject Address and Telephone Lookup </p>
	<p>Please enter the following information to earn (xx) points.</p> <p>Need help? View sample.</p> <p>Contact Person Information (Type in Owner or Manager if you do not know person's name)</p> <p>*First Name <input type="text"/></p> <p>Middle Initial <input type="text"/></p> <p>Last Name <input type="text"/></p> <p>*Email Address <input type="text"/></p> <p>Website Address <input type="text"/></p> <p>Select <u>one</u> Email letter to notify the organization. You can personalize this email by adding your own message once the letter you select is displayed below.</p> <p> <input type="radio"/> Notify Organization <input type="radio"/> Notify Organization </p> <div style="border: 1px solid black; height: 100px; width: 100%;"></div> <p> <input type="button" value="Cancel"/> <input type="button" value="Submit"/> </p>

FIG. 68

Subjects Added - All Areas Value = 200 Points Each

Earn more points - check out subjects waiting review in other categories.

Page 1 of 1 << Previous 1 Next >>

Summary/Location	Detail Information	Date Submitted
<u>See the Old Southwest</u> This 7 day tour of the old Southwest covers historical sites covered by cowboys, indians and the tuscaderos of another age Southwest Tour Company Phoenix, AZ 85018 United States, Southwest	Cost: \$500-1000 Time: 5 day to 1 wk Family: Somewhat	11/13/2000 New Review
<u>Up-to-date Seasonal Candles</u> This place is the perfect place to find gifts for candle lovers. Their inventory is set by the seasons so you will always find new and exciting things to buy Illuminations Scottsdale, AZ 85020 United States, Southwest	Cost: \$15-50 Time: 20 min to 30 min Family: Somewhat	11/13/2000 New Review
<u>Great Discount Gifts</u> If you're looking for a place to do gift or holiday shopping on a budget, you have to check this indoor swap meet out Indoor Swap Meet Phoenix, AZ 85010 United States, Southwest	Cost: \$5-100 Time: 1 hr to 2 hr Family: Yes	11/13/2000 New Review

FIG. 69

Subject Added - Waiting Review	
Carefully review this subject to ensure it meets our acceptance criteria	
<input type="button" value="Reject Subject"/>	<input type="button" value="Approve Subject"/>
<div>Superb full service Trek and Gary Fisher bike dealer Bicycle Showcase 602-971-0730 3102 E. Cactus Phoenix, AZ Phoenix, AZ 85032 United States Northeast Valley</div> <div>Added 12/21/00 by member Sponsor1</div>	

FIG. 70

Suggested Improvements - in 12345 All Value = 200 points each

Earn more points - check out subjects waiting review in other categories

Page 1 of 1 << Previous 1 Next >>

Summary / Suggestion / Location	Justification	Date Submitted
<u>test bug # 797</u> qerf	Priority: Extreme	11/09/2000
test bug # 797	Reason: Incomplete	<u>Review</u>
Maimi, FL 12345	Basis/Role: Reliable Source	
United States		

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FIG. 71-A

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Helpful Hints <ul style="list-style-type: none"> • Use <i>Edit Buttons</i> to add suggested improvements • Click on <i>Reject</i> to remove this suggestion • Click on <i>Delete</i> to remove this subject (only if subject is no longer available) • Click on <i>Approve</i> for subject to be published View FAQ's		Suggested Improvement - Waiting Review	
Justification: Priority: Low Reason: Not Available Basis: Personal Experience Suggestion: bugtest #808.02		<div>Reject Improvement</div> <div>Recommend Deletion</div> <div>Approve Improvement</div>	
<div> <div>Beautiful fresh flowers</div> <div> Edit Rosies Florist </div> </div> <div> <div>Service</div> <div>Buffalo, NY 90210 United States North</div> </div>			
<div> <div>Description</div> <div> Edit </div> </div> <div>Fresh flowers of all types</div>			
<div> <div>Special Instructions</div> <div> Edit </div> </div>			
<div> <div>Classifications</div> <div> Edit </div> </div> <div>Shopping > Florists</div>			

FIG. 71-B

Member Ratings(1) Edit		Estimated Time: 5 min to 10 min
Overall Rating		Estimated Cost: \$2-200
Important Words		Family Oriented: Yes
Easy (1)	5.00	Availability: All Year
Enjoyable (1)	5.00	View details...
Fresh (1)	5.00	Comments(1)
Friendly (1)	5.00	Edit
Relaxed (1)	5.00	10/30/00 Fresh

Time Required: 5 min to 10 min [Edit](#)

Estimated Cost: \$2-200 [Edit](#)

When Available: All Year [Edit](#)

FIG. 72

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Recommended for Deletion in 12345 All Value = 200 points each

Earn more points - check out subjects waiting review in other categories

Page 1 of 1 << Previous 1 Next >>

Summary/Location	Justification	Reason	Date Submitted
<u>another test sub 2</u>			Sponsored
testsubject 2	iiii	Reason: Personal Experience	11/07/2000
Miami, FL 12345			<u>Review</u>
United States			

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FIG. 73

Recommended for Deletion – Waiting Review	
The following subject has been recommended for Deletion	
Reason: klkjlkj	
Save Subject	Delete Subject

FIG. 74

My Favorite Subjects (<u>Edit these categories</u>)			
Store your favorite Subjects in your own customized categories.			
<u>Accommodations(0)</u>	<u>Community Service(0)</u>	<u>Entertainment(0)</u>	
<u>Health, Fitness & Beauty(0)</u>	<u>Learning Opportunities(0)</u>	<u>My Shopping(0)</u>	
<u>Restaurants & Food(0)</u>	<u>Sights & Attractions(0)</u>	<u>Sports & Recreation(0)</u>	

FIG. 75

My Interests (Edit my city, areas of interest, and/or organization)
A list of Subjects you might enjoy based on your profile.

New 5-Star Subjects for Sports & Recreation in Pinetop, AZ

All New Subjects for Sports & Recreation in Pinetop, AZ

All Subjects in Pinetop, AZ

Subjects rated Best of Best in Pinetop, AZ

All Subjects for My Organization [Bicycle Showcase , 85032]

FIG. 76



FIG. 77

My Rewards	
A detailed summary of your contribution and points earned.	
<u>Points Earned</u>	104,520
<u>Account Balance</u>	\$ 430

FIG. 78

Rick's Points Earned

December 21, 2000

View Points Earned

Since Inception ▾

Points for this Period

Points Earned 0

Point Goal 0

Goal Achieved? Yes! Congratulations

How my Points were Earned ([view point history](#))

Activity	Current Value	Your Points	Site Average
Subject Contribution			
Add Subject in Area	20	0	0
Subjects Added Outside of Area	20	0	0
Subjects Added in Area by Others	1	0	0
Suggest Improvement	5	0	0
Subject Viewed by Others	1	0	0
Subjects Deleted	-10	0	0
Ratings & Comments			
Add Comment	5	0	0
Overall Rating	5	0	0
Rating Descriptive Words	5	0	0
Comments Viewed by Others	1	0	0
Extras			
Recruit a Correspondent	5	0	0
Tell a Friend	5	0	0
Monthly Top Member	100	0	0
Total Points Earned		0	0

Womp Correspondent 1's Points History

November 10, 2000

View Points History for:

Since Inception ▾

Filter by:

Subjects Added in Area ▾

Point Transactions

Date	Transaction	Points Earned
11/02/2000	659	900
10/31/2000	616	900
10/31/2000	642	900
10/31/2000	643	900
10/31/2000	644	900
10/31/2000	645	900
10/27/2000	580	900
10/27/2000	586	900
10/26/2000	568	900
10/25/2000	544	900
10/25/2000	545	900
10/24/2000	521	900
10/24/2000	527	900
10/24/2000	528	900

FIG. 80

Womp Correspondent 3's Account Balance

November 13, 2000

Current Account Balance

Cash out

\$ 430.00

View Account Transactions for

Last Month

Account Transactions

Date	Description	Transaction	Dollar Balance
10/25/2000	Subjects Added in Area	544	\$5.00
10/25/2000	Subjects Added in Area	545	\$5.00
10/24/2000	Subjects Added in Area	521	\$5.00
10/24/2000	Subjects Added in Area	527	\$5.00
10/24/2000	Subjects Added in Area	528	\$5.00
10/25/2000	Subjects Added Outside of Area	552	\$5.00
10/24/2000	Subjects Added Outside of Area	531	\$5.00
10/26/2000	Review Subjects	561	\$5.00
10/25/2000	Review Subjects	547	\$5.00
10/25/2000	Review Subjects	551	\$5.00
10/25/2000	Review Subjects	550	\$5.00
10/25/2000	Review Subjects	542	\$5.00
10/25/2000	Review Subjects	554	\$5.00
10/25/2000	Review Subjects	549	\$5.00
10/25/2000	Review Subjects	541	\$5.00
10/25/2000	Review Subjects	547	\$5.00
10/25/2000	Review Subjects	547	\$5.00
10/24/2000	Review Subjects	520	\$5.00
10/24/2000	Review Subjects	509	\$5.00
10/24/2000	Review Subjects	523	\$5.00
10/24/2000	Review Subjects	524	\$5.00
10/24/2000	Review Subjects	522	\$5.00
10/24/2000	Review Subjects	533	\$5.00
10/24/2000	Review Subjects	530	\$5.00
10/24/2000	Review Subjects	530	\$5.00

FIG. 81

Cash Out - Minimum of \$20.00 is required for redemption.

November 13, 2000

Cash Out amount (Your account balance is = \$430.00)

*Enter Amount to redeem \$

Minimum of \$20.00 is required for redemption.

Personal Information

*First Name

*Last Name

*Address Line 1

Address Line 2

*City

*State

Zip/Postal Code

12345

*Social Security Number

Credit Card Type

Card Expiration Month

Card Expiration Year

Card Number

Submit

Tell A Friend

Share Word of Mouth about your favorite Subjects!

Tell as many friends as you want -- you get points for each friend you tell! Fill out all fields.

Subject:

Word of Mouth Phoenix

*** Enter your e-mail address:**

joe@womone.com

*** Enter e-mail address of friend(s):**

Please separate e-mail addresses with a semicolon (;)

Add your own personal message!

Submit

FIG. 83

Ask for Kei
Added 10/23/00 by member FPARHAM
Personally Experienced this subject: Yes
Qualification Level: Slightly

Age:
Gender:

Kei is the master sushi chef that is a wiz with coming up with new and different dishes. He's awesome!

100% of respondents find this comment useful.
Do you?

FIG. 84

Estimated Time:	Unknown
Estimated Cost:	Unknown
Family Oriented:	Yes
Availability:	All Year
View details...	
Comments(2) Add Your Comment!	
01/08/01	Large Slices
12/29/00	Order holiday pies to go!

FIG. 85

Accounting Actions

Select User Type

Correspondent

Select Action

Subjects Added in Area

Action SubCode

0

Point Value

20

Dollar Value

1

Action Group

Subject Activity

Bonus

Average Monthly Dollars

0

Average Monthly Points

111

Update

Help

FIG. 86

Contests	
Select Contest Description	<input type="text"/>
Contest Description	<input type="text"/>
Contest Notes	<input type="text"/>
Entries Awarded	<input type="text" value="0"/>
Points Required Per Entry	<input type="text" value="1"/>
Active	<input checked="" type="checkbox"/>
Clear Old Entries	<input checked="" type="checkbox"/>
Date Entries Updated (Not updated yet)	
<input type="button" value="Add"/>	<input type="button" value="Remove"/>
<input type="button" value="Help"/>	

FIG. 87

New Category		Append
Explanation		Insert
Existing Category		Update
Visible <input type="checkbox"/>		
Explanation		

FIG. 88

Regions			
Select Region Type	<div>State ▾</div>		
Select Region	<div></div>		
Region			
<div></div>			
<div>Add</div>		<div>Remove</div>	<div>Help</div>

FIG. 89

Countries			
Select Country Name	<input type="text"/>	<input type="button" value="▼"/>	
Country Name	<input type="text"/>		
<input type="button" value="Add"/>	<input type="text"/>	<input type="button" value="Remove"/>	<input type="button" value="Help"/>

FIG. 90

Age Groups

Select Age Group

Age Group

Low Age (years)

High Age (years)

Maximum Male Count (per postal code)

Maximum Female Count (per postal code)

Non Gender-specific Count (per postal code)

Add

Remove

Help

FIG. 91

Bonus Points			
Select Bonus Description	<input type="text"/>		
Bonus Description	<input type="text"/>		
Primary Category	<input type="text"/>		
Point Value	<input type="text" value="0"/>		
Dollar Value	<input type="text" value="0"/>		
<input type="button" value="Add"/>		<input type="button" value="Remove"/>	<input type="button" value="Help"/>

FIG. 92

User Types	
Select User Type Description	<div>Correspondent</div>
Opinion Multiplier	<div>4</div>
Point Goal	<div>500</div>
Pool Amount	0
Total Contribution	0
<div>Update</div>	<div>Help</div>

FIG. 93

Feedback Subjects			
Select Feedback Subject	<input type="text"/>	<input type="button" value="▼"/>	
Feedback Subject	<input type="text"/>		
<input type="button" value="Add"/>	<input type="button" value="Remove"/>	<input type="button" value="Help"/>	

FIG. 94

Sponsorship Parameters	
One Time Sponsorship Fee	<input type="text" value="\$35.00"/>
First Subject Fee	<input type="text" value="\$24.50"/> per month
Subsequent Subjects Fee	<input type="text" value="\$1.00"/> per month
<input type="button" value="Update"/>	<input type="button" value="Help"/>

FIG. 95-A

A Word of Mouth Survey offered by Jane Mittness

Welcome to our survey.

Ratings us a 5 for "very important"
and a 1 for "not very important at
all".

Holiday Party

Items marked by an asterisk (*) are required

	5	4	3	2	1
Diet Soda	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Regular Soda	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
White Wine	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Red Wine	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Light Beer	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Regular Beer	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Rum	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Vodka	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Scotch	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Gin	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>

FIG. 95-B

Any Comments?

If you have any additional comments, please enter them here. If your favorite beverage was not listed, please feel free to leave your preference in the comment section.

I'd also like to have orange juice.

NOTE: Your comments will only be seen by the creator of this survey. Additionally, they will not be connected to your responses above.

Submit

FIG. 96-A

Survey Title

The **Survey Title** is used to identify this survey within the survey management functions. Give your survey a name that is relevant to you.

Greg's Personalized Plate

Offered By

This field allows you to tell people who is offering the survey. It will appear as "A Word Of Mouth Survey offered by *custom text*". If you leave this field blank, the offered by line will not appear on your survey.

Marilyn Manson

Survey Topic

The **Survey Topic** is used to describe your survey to survey respondents. Typically it will give you a specific item to focus on when rating the elements below.

Enter your choice on what Greg's personalized plate should say.

FIG. 96-B

Survey Elements

The **Survey Elements** are the actual rating items for your survey. You can check the required box on each item if you want to require those be answered. If you need more elements than there are boxes, just click the link at the bottom to add some more.

Display Order	Text	Required	Delete
1	WOMONE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2	RAZNIMNY	<input checked="" type="checkbox"/>	<input type="checkbox"/>
3	CHKMGNT	<input checked="" type="checkbox"/>	<input type="checkbox"/>
4	VCHUNTR	<input checked="" type="checkbox"/>	<input type="checkbox"/>
5	IMDAMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>

FIG. 97

User Comments
<p>You can give each respondent the ability to leave a comment alongside your ratings. These comments will be viewed only by you the survey creator and would not be made publicly available even if your results are published.</p>
<input checked="" type="checkbox"/> Collect Comments
Date Options
<p>You can specify the date you want your survey to become active, as well as a date to cut off the responses. If you do not specify an end date, you will be able to inactivate the survey using the survey management pages.</p>
<div>Start Date <input type="text" value="11/30/2000"/> mm/dd/yyyy</div> <div>End Date <input type="text" value="12/07/2000"/> mm/dd/yyyy</div>
Maximum Responses
<p>You can also put a limit on the number of total responses you would like to receive. Once this number has been reached, we will automatically inactivate your survey, even if it is before the end date. Conversely, if an end date is reached before your response quota, your survey will be inactivated as well.</p>
<div>Maximum Total Responses <input type="text" value="100"/></div> <div><i>use zero to specify unlimited</i></div>

FIG. 98-A

Response Validations

How you validate those who respond to your survey will affect what remaining options are available to you. There are two options available: **anonymous** and **email address**.

Anonymous is the simpler of the two. If you don't care who responds to your survey, or how many times they respond, but just want to listen to everyone's views on your topic without raising privacy concerns, use this option.

Email Address verification on the other hand, will allow you to limit which organizations respond to your survey and how many times a particular user responds. Additionally, an email verification will be sent to insure that the respondent is who they say they are.

☐ Anonymous ☒ Require Email Address

Response Limitations *(only available when requiring email address)*

If you are requiring an email address, you can also limit the number of times a given email address responds to your survey, and allow only email address from particular organizations (domain names) from responding to your survey.

Maximum responses per email address

1

use zero to specify unlimited

☒ Limit responses to these organizations

womone.com

use commas to separate such as "womone.com, icann.org"

FIG. 98-B

Results Options

You can control who and when others can see the results of your survey. The options that allow only those who participated to view your results can only be used if you are requiring an email address.

- ☒ Results are always available to **anyone**
- ☐ Results are available to **anyone**, after the survey end date
- ☐ Results are always available to **anyone who has participated in the survey**
(*email address must be required*)
- ☐ Results are available to **anyone who has participated in the survey**, after the survey end date
(*email address must be required*)
- ☐ Results are **never available**

FIG. 99-A

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There are several areas with text that you are allowed to customize. This allows you to personalize your survey to your audience. We have listed here the fields that will be used based upon the options you selected.

Survey Introduction - This appears at the top of the screen when someone is responding to your survey. Use it to welcome your participants to the survey and perhaps to explain the goal of the survey.

Welcome to the survey! Let the president know where you'd like to have the Christmas party.

Collect Email Address - This appears when we collect the email address for a person wishing to participate in the survey.

Please enter your email address.

Final Results - This text would appear as an introduction to your results. This text is only shown once the survey has been inactivated. If you allow results viewing while the survey is active, a separate field is used.

Thanks to everyone for participating, the final results are as follows:

FIG. 99-B

Current Results - This text would appear as an introduction to your results. This text is only shown before the survey has been inactivated. Final results screens use the above text field.

Thanks for participating! Here's how the vote is going so far:

Rating Scale - This text appears above the rating legend. It is used to describe to the the respondent how to use the ratings.

Ratings use a 5 for "very important" and 1 for "not important at all".

Submit

Cancel

FIG. 100

Completion Thank-You - This text would appear as a thank-you for participating. This thank-you page is only shown after a person participates, but you do not allow view of results while the survey is active.

Thank you for your participation in our survey.

Results Not Available - This text can appear in several instances. It is used primarily when someone attempts to view the results of the survey directly (not after responding), but they are not available to that person. The unavailability could be due to the survey still being active, but you do not allow viewing while active. Or it could be someone who did not participate in the survey, and you only allow viewing to participants.

We thank you for your interest in the results of our survey. Unfortunately, these results are currently unavailable.

FIG. 101

Congratulations, your survey is complete.

Now that your survey is ready to go, you want people to respond. Below you will see your unique survey and results URLs. Use these to direct people to your survey.

The only way to get results is to show people where to respond to the survey. You can do this by posting the URL on your website or sending it in an email.

Your Unique Survey URL

<http://surveys.womone.com/s/1000067/27/s.jrun>

Your Unique Results URL

<http://surveys.womone.com/sr/1000067/27/s.jrun>

You can always view the results and manage your survey by using the [Survey Management Center](#).

[return to the homepage](#)

FIG. 102

Account History		
Date: 12/01/2000 09:23 AM		Charge Id: 0000000031
Survey	Description	Amount
Grad's Personalized Plate	Survey Setup Charge (1@ \$0.00)	\$0.00
TOTAL		\$0.00
CARD #: ***** EXP: 00/0000		
REF: *** NO CHARGE *** AUTH: *** NO CHARGE ***		
Date: 11/30/2000 01:54 PM		Charge Id: 0000000029
Survey	Description	Amount
Where should we have the Christmas party?	Survey Setup Charge (1@ \$0.00)	\$0.00
TOTAL		\$0.00
CARD #: ***** EXP: 00/0000		
REF: *** NO CHARGE *** AUTH: *** NO CHARGE ***		
Date: 11/30/2000 01:35 PM		Charge Id: 0000000029
Survey	Description	Amount
Where should we have the Christmas party?	Survey Setup Charge (1@ \$0.00)	\$0.00
TOTAL		\$0.00
CARD #: ***** EXP: 00/0000		
REF: *** NO CHARGE *** AUTH: *** NO CHARGE ***		

FIG. 103

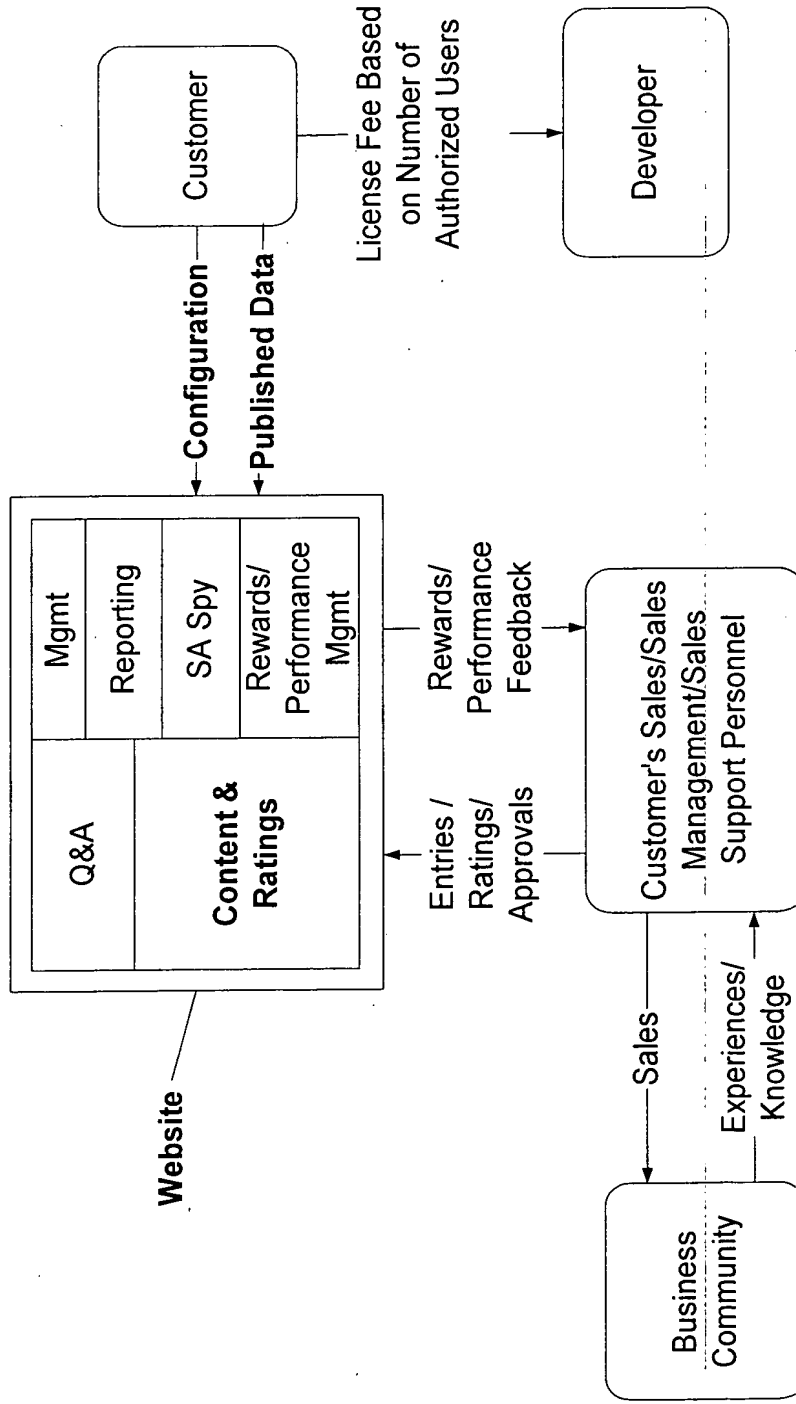


FIG. 104

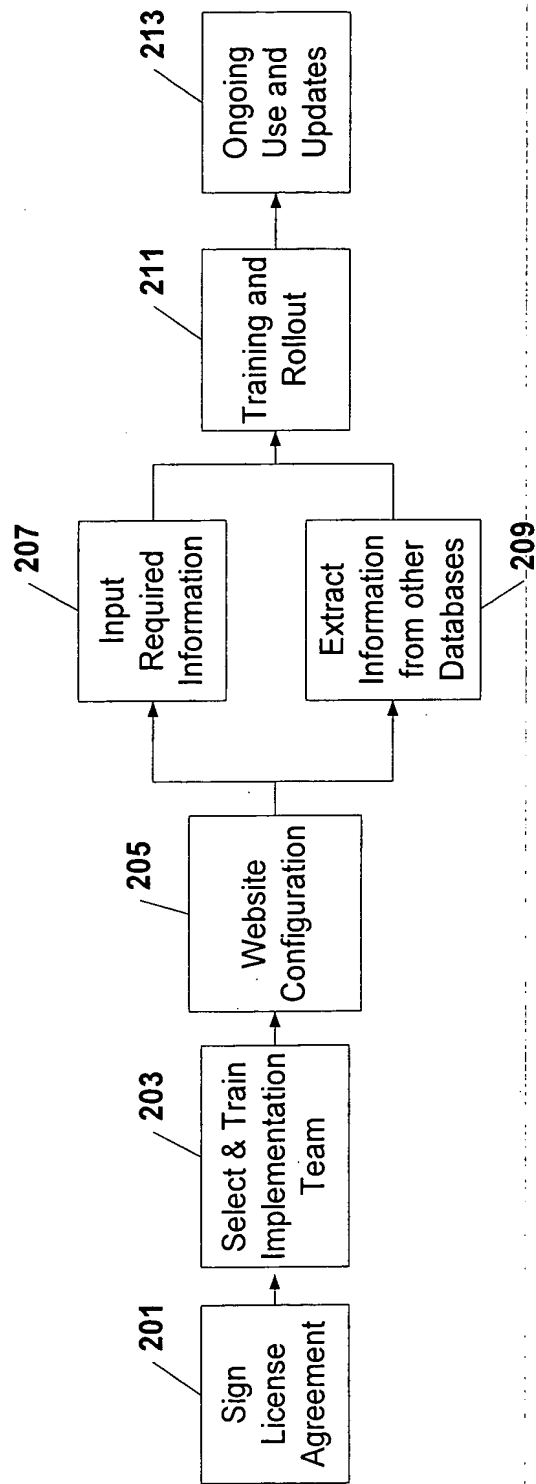


FIG. 105

127/247

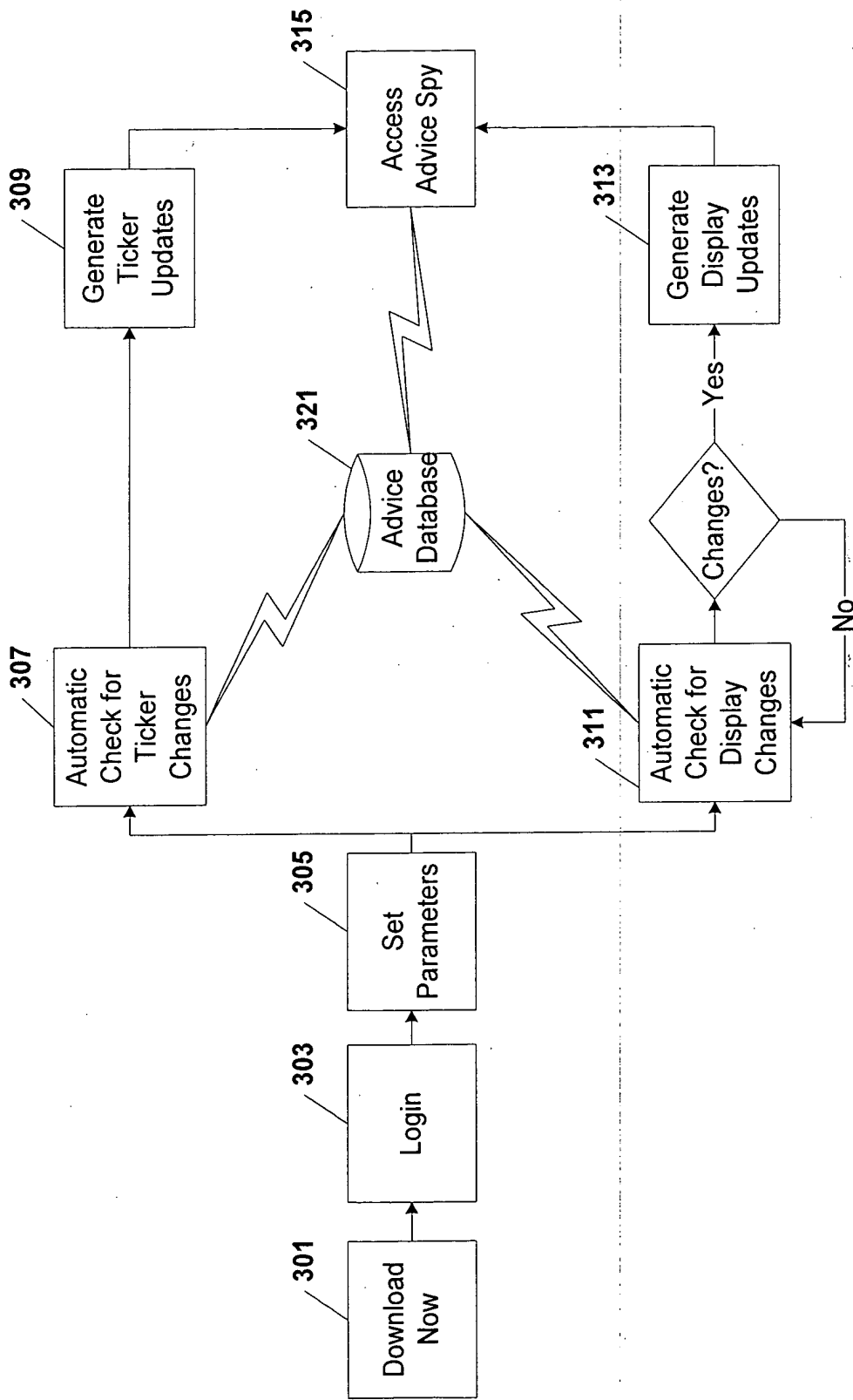
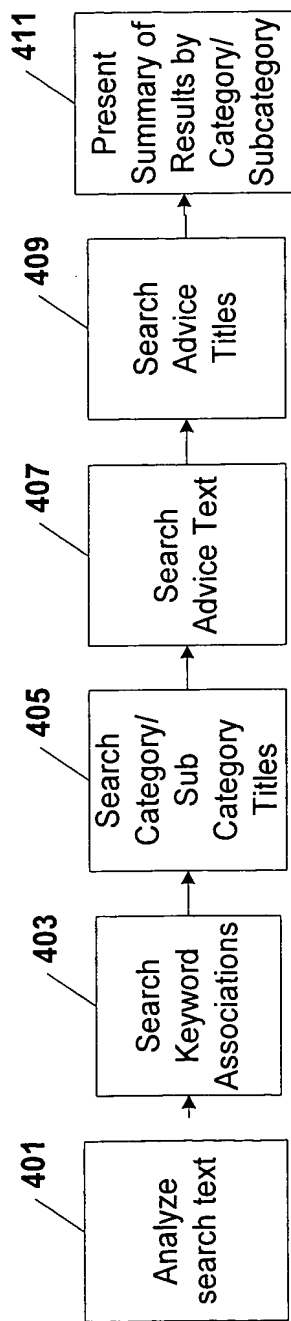


FIG. 106



Logo

SALES ADVICE

Login

User ID:

Password:

☒ Remember my password

[Forgot Password?](#)

[Need Help?](#)

v. 2.2

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FIG. 107

Login Help

What is Sales Advice on Demand?

Sales Advice on Demand is an easy-to-use online application that will allow you to share in the knowledge and experience of your co-workers to help you close more sales faster!

I forgot my password

Enter your User ID below and your password will be emailed to you:

I need a password

Send an email to your administrator to request a password. Please include your name, title, department, and email address. Your password will be emailed to you as soon as your request has been processed.

[Return to Login](#)


FIG. 108

v.2.2

Thank you for using Sales Advice on Demand. You have successfully logged out.

[Return to Sales Advice on Demand](#)


FIG. 109


Sales Advice On Demand

Welcome **Betty**
[setup center](#)

Pts: **1,074**

[home](#)
[mypage](#)
[add advice](#)
[q&a](#)
[awards & standings](#)
[info need](#)
[directory](#)
[help](#)
[logout](#)

Browse Categories

Browse Experts

Search Advice

[Advanced Search](#)

[Application](#)
[Buyer Position](#)
[Category Test](#)
[Competition](#)
[Customers / Prospects](#)
[Products](#)
[Sales Tactics](#)

exec. spotlight

By:
[Lisa Cramer](#)


Thanks to everyone for their constant support and usage of Sales Advice on Demand. Over the past 6 months, we've seen a clear increase in revenue that is associated with sales reps finding out what's...

[>> full story](#)

[>> view all](#)


featured advice ?

247-1

hot 


[>> view all](#)

- NOT Continue Jacob Matthews [...more](#)
- Desk Rated One Best Desk Institute. [...more](#)
- Tried Smith Corporation Reference [...more](#)
- Flexible Payment Plans Close Deal. [...more](#)
- Selling Widget Products, Include [...more](#)

best practices 

[>> view all](#)

- Price Issue Selling Against Widget [...more](#)
- Selling Against Widget & Sons, [...more](#)
- Version Widget Executive Getting [...more](#)
- Possible, Doing Demo During [...more](#)
- Jones & Sons Really Customer Ours. [...more](#)

new 


[>> view all](#)

- Selling Against Widget & Sons, [...more](#)
- Test Bonus Points & Point Club [...more](#)

promotions

Featured Promotion:

[Leading Sales Team](#)
172 days left!



[View All Promotions](#)

[Awards & Standings](#)

poll

What do you think is the best Widget for the mid-market

☐ Widget Basic

☐ Widget Plus

success story

Subject:
Judy Black

By:
Cramer, Lisa

FIG. 110A

By:Gary Mellott

I was able to increase my total sales in 2002 by 20% over 2001 by working smarter rather than harder. After selling a...

[>> full story](#)

Share your success story and **earn 25 points!**

[>> view all](#)

- [Test Bonus Points & Point Club ...more](#)
- [Yes, Certainly Discount Current ...more](#)
- [Presenting Talking Widget Plus ...more](#)
- [Widget Manufacturing Going Into ...more](#)

info need

- [answer sales need ...more](#)

- ☐ [Widget Plus](#)
- ☐ [Widget Premium](#)
- ☐ [Widget Executive](#)
- ☐ [Widget Platinum](#)

SUBMIT

(10 Points)

news & notes

- [New Training Promotion ... more](#)
- [Price change for Widget Executive ... more](#)
- [End of Quarter Incentives ... more](#)

[>> view all](#)

[home](#) | [mypage](#) | [add advice](#) | [q&a](#) | [awards & standings](#) | [directory](#) | [info need](#) | [help](#) | [logout](#)

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FIG. 110B

browse by category

Browse for experts in this category

Instructions:

To complete your search check one or more categories and/or attributes and click submit, or click one of the numbers in parentheses following each category.

Category: Products

- ☐ ☐ Business Services
 - ☐ Business and IT Services
 - ☐ Help Desk
 - ☐ Training & Education
- ☐ Widget Basic
- ☐ Widget Custom
- ☐ Widget Executive
- ☐ Widget Maker
- ☐ Widget Platinum
- ☐ Widget Plus
- ☐ Widget Premium

Select All | Unselect All | Expand All | Collapse All

SUBMIT

FIG. 111

search results

51 matches found for "widget"

Search for experts using these words

Instructions:

To complete your search check one or more category matches and/or attributes and click submit, or click one of the numbers in parentheses following each category.

Matches by Category:

- ☐ ☒ Application
- ☐ ☒ Buyer Position
 - ☐ ☒ Executive Management
 - ☐ ☒ Middle Management
 - ☐ ☐ VP Sales
- ☐ ☒ Competition
 - ☐ ☐ Other
 - ☐ ☐ Widget & Sons
 - ☐ ☐ Widget Industries
 - ☐ ☐ Widget Manufacturing
- ☐ ☒ Products
 - ☐ ☒ Business Services
 - ☐ ☐ Business and IT Services
 - ☐ ☐ Training & Education
 - ☐ ☐ Widget Basic
 - ☐ ☐ Widget Custom
 - ☐ ☐ Widget Executive
 - ☐ ☐ Widget Maker
 - ☐ ☐ Widget Platinum
 - ☐ ☐ Widget Plus
 - ☐ ☐ Widget Premium
- ☐ ☒ Sales Tactics

[Select All](#) | [Unselect All](#) | [Expand All](#) | [Collapse All](#)

SUBMIT

FIG. 112










search results

3 matches found for "widget"

(sorted by relevance)

Search for experts using these words

Page 1 of 1


	<p><u>Widget Basic No-frills Version Targeted</u> <u>Companies</u> The Widget Basic is our no-frills version that is targeted at...more <i>Products > Widget Basic</i></p>	01/23/2003		F. Parham	
	<p><u>One Customers Tried Claim Widget Basic</u> <u>Performed</u> One of my customers tried to claim that the Widget Basic...more <i>Products > Widget Basic</i></p>	01/15/2003	 	H. Davis	6
	<p><u>Widgets are small mechanical devices</u> A widget is mostly known as a small mechanical device or...more <i>Products > Widget Basic</i></p>	03/10/2003		F. Parham	


Page 1 of 1

Legend:


 Attachments


 Hot


 Advice about a specific person

 Best Practice

 New

 Good Reference

 Bad Reference

 Basic

 Intermediate


 Advanced

FIG. 113

search results

0 matches found for "I25"

Search for experts using these words


Didn't find what you were looking for? Try one of the suggestions below:


- Try a different spelling or choose less-specific keywords.
- Browse by category.
- Use the Q&A feature to ask a question to an expert within a specific category.
- Search or browse for experts in a specific category to locate their contact information as well as links to advice and comments they have added.
- Contact your administrator to suggest new categories or sub-categories to add to the site.

Legend:


 Attachments


 Hot


 Advice about a specific person

 Best Practice

 New

 Good Reference

 Bad Reference

 Basic

 Intermediate


 Advanced

FIG. 114

advanced search

Instructions:

Begin by entering any combination of keywords and/or select one or more categories. Refine your search by selecting one or more attributes.

Keywords:

☒ Include all of the words: (new AND widget)

☐ Include any of the words: (new OR widget)

Exclude these words: (NOT widget)

Category:

- ☐ ☒ Application
- ☐ ☒ Buyer Position
- ☐ ☒ Category Test
- ☐ ☒ Competition
- ☐ ☒ Customers / Prospects
- ☐ ☒ Products
- ☐ ☒ Sales Tactics

[Select All](#) | [Unselect All](#) | [Expand All](#) | [Collapse All](#)

Attributes:**Type of Advice**

- ☐ Hot
- ☐ Best Practice
- ☐ New
- ☐ Good Reference
- ☐ Bad Reference
- ☐ Customer Success
- ☐ Sales Success
- ☐ Sales Obstacle
- ☐ Market Feedback

- ☒ **Attachments** (0 selected)
- ☒ **Sales Cycle** (0 selected)
- ☒ **Advice Levels** (0 selected)

SUBMIT

FIG. 115

search results

3 matches found

[Search for matching advice](#)

Page 1 of 1

Lisa Cramer	Products	CEO	Exec. Management	Phoenix, AZ
Flori Parham	Products	Account Manager	Sales West	Phoenix, AZ
Norm White	Products	VP Services	Customer Service	

Page 1 of 1

Legend:











 Attachments	 Hot	 Advice about a specific person
 Best Practice	 New	
 Good Reference	 Bad Reference	
 Basic	 Intermediate	 Advanced

FIG. 116

find experts

[Browse for advice](#) in this category

Instructions:

To complete your search check one or more categories and/or areas of expertise and click submit, or click one of the numbers in parentheses following each category.

Category:

- ☐ ☐ + Application (6)
- ☐ ☐ + Buyer Position (6)
- ☐ ☐ + Category Test (0)
- ☐ ☐ + Competition (6)
- ☐ ☐ + Customers / Prospects (2)
- ☐ ☐ + Products (3)
- ☐ ☐ + Sales Tactics (5)

[Select All](#) | [Unselect All](#) | [Expand All](#) | [Collapse All](#)

Areas of Expertise:

- ☐ Contacts
- ☐ Demo
- ☐ Presenter
- ☐ Features & Functions
- ☐ Competitor
- ☐ Pricing
- ☐ Negotiations
- ☐ Closing
- ☐ Services
- ☐ Integration
- ☐ Technology

SUBMIT

FIG. 117

One Customer Tried Claim Widget Basic Performed

One of my customers tried to claim that the Widget Basic performed at a sub-moderate level. I was successful in countering their concerns by showing them a study done by our in-house technical experts. This was extremely helpful in moving the sale forward.

Usefulness: ★★★★★ (97%/6 Ratings)



Categorization: Products > Widget Basic

Email as: [Link](#) | [Text](#)

[Save to My Favorites](#)

usefulness**Collective Feedback ?****Usefulness Score Breakdown:**

Function	Ratings	Usefulness
ALL	6	97%
Sales West	0	0%
Product Management	2	90%
National Account	1	100%
Customer Service	0	0%
Finance	0	0%

[View All Functional Groups](#)

Did this help move the sale forward?

Yes: 1

No: 0

How useful is it to your company?

(15 points)



Don't know,

[ASK ME LATER](#)

Did this help you move the sale forward?

(15 points)

[YES](#)

[NO](#)

FIG. 118A

sales cycle breakdown



[Click here](#) to view the sales cycle breakdown and provide your feedback.

comments

Comment	Added
<p>Implementation Problem - I ran into a similar complaint from one of our customers. When we researched the problem, we found that the correct implementation procedure hadn't been followed. We advised them to complete the procedure as documented in the implementation guide and that solved their problem....</p>	01/21/2003
<p>ADD A COMMENT</p> <p>Earn 25 Points!</p>	

RETURN TO SEARCH RESULTS

related advice

Members who viewed this also viewed:

- When selling any of our Widget products, make sure you include the Widget Maker...[more](#)
- I had a customer who had some concerns and needed to speak to someone right...[more](#)

Legend:



Attachments



Hot



Advice about a specific person



Best Practice



New



Good Reference



Bad Reference



Basic



Intermediate



Advanced

FIG. 118B

One Customer Tried Claim Widget Basic Performed

One of my customers tried to claim that the Widget Basic performed at a sub-moderate level. I was successful in countering their concerns by showing them a study done by our in-house technical experts. This was extremely helpful in moving the sale forward.

Usefulness: ★★★★★ (97%/6 Ratings)



Categorization: Products > Widget Basic

Email as: [Link](#) | [Text](#)

[Save to My Favorites](#)

[RETURN TO ADVICE](#)

sales cycle breakdown

Collective Feedback		Your Feedback (10 Points)	
Sales Cycle	% Used	Indicate where in the sales cycle this advice is useful: (Check all that apply)	
Sales Prospecting	0	<input type="checkbox"/> Sales Prospecting	
Recognition of Needs	0	<input type="checkbox"/> Recognition of Needs	
Evaluation of Options	0	<input type="checkbox"/> Evaluation of Options	
Resolution of Concerns	100	<input type="checkbox"/> Resolution of Concerns	
Close	0	<input type="checkbox"/> Close	
		SUBMIT	

FIG. 119

Lisa Cramer

contact info



Title: CEO
Department: Exec. Management
Location: Phoenix AZ
Email: lisa@involve technology.com
Telephone: 480.663.1373
Cell:
Fax:
Pager:
Experience: 2.3 years (company)
 18.9 years (industry)

contributions

Advice: 26
Comments: 5

preferences

- ☐ Email me when
 Lisa Cramer adds
 advice
☒ Add to my
 favorites

expertise

Category	Expertise Attributes
Application	None
Buyer Position	None
Competition	View
Customers / Prospects	None
Industry	View
Products	None
Sales Tactics	None

biography

I have worked in the software industry for about 20 years in sales, marketing and operations.


FIG. 120


Brad Scrimshaw, COO Tinker Technology Makes Buying
Brad Scrimshaw, the COO at Tinker Technology makes most of his buying decisions based on the vendor's customer service level. I have attached a whitepaper on customer service that is good reading material in understanding our high level of support.

Usefulness: ☆☆☆☆☆ (100%/1 Rating)

NEW!

Categorization: Customers / Prospects > Tinker Technology

 Email as: [Link](#) | [Text](#)

 [Save to My Favorites](#)

[RETURN TO ADVICE](#)

attachments

Attachment	Description
348-Whitepaper.html Web Document - 92K <1 min @ 28.8K	Customer Service Whitepaper

FIG. 121

Preparing Proposal Widget Executive Against Widget**Michael John**, Marketing

When preparing a proposal for the Widget Executive against Widget & Sons, give Michael John in marketing a call. He used to be the product manager at another competitor and knows all the ins and outs.

Phone: 480-555-1212**Email:** flori@womeone.com**Usefulness:** ☆☆☆☆☆ (100%/2 Ratings)**Categorization:** Competition > Widget & Sons Email as: [Link](#) | [Text](#) [Save to My Favorites](#)[ADD A COMMENT](#)[RETURN TO ADVICE](#)**comments**

Page 1 of 1

Still More Help▷ **Administrative Tools:** [Delete](#)

Josh Burns has a background in product engineering and know many of their shortcomings.

Written by **Lisa Cramer** on 06/25/2003**Times
Rated**

0

**Rated
Useful**

-

FIG. 122A

		Times Rated	Rated Useful
More Help ▷ Administrative Tools: Delete Daryl Hopkins worked for them in their marketing dept. and is very knowledgeable. Written by Lisa Cramer on 06/25/2003		0	-
Great Reference ▷ Administrative Tools: Delete I have relied on Michael's expertise on a regular basis. He always has the info I need. Written by Flori Parham on 01/21/2003		0	-
		Do you find this useful? <input type="button" value="YES"/> <input type="button" value="NO"/>	
		Rate This Comment & Earn 15 Points!	
Page 1 of 1			

FIG. 122B

One Customer Tried Claim Widget Basic Performed

One of my customers tried to claim that the Widget Basic performed at a sub-moderate level. I was successful in countering their concerns by showing them a study done by our in-house technical experts. This was extremely helpful in moving the sale forward.

Usefulness: ★★★★★ (97%/7 Ratings)



Categorization: Products > Widget Basic

Email as: [Link](#) | [Text](#)

[Save to My Favorites](#)

usefulness**Collective Feedback** **Usefulness Score Breakdown:**

Function	Ratings	Usefulness
ALL	7	97%
Sales West	1	100%
Product Management	2	90%
National Account	1	100%
Customer Service	0	0%
Finance	0	0%

[View All Functional Groups](#)

Did this help move the sale forward?

Yes: 1

No: 0

How useful is it to your company?

Thank You! (You received 15 points)

Did this help you move the sale forward?
(15 points)

YES

NO


FIG. 123

Collective Feedback						
Function	Very Useful			Not Useful		Usefulness
	5	4	3	2	1	Score
ALL	6	1	0	0	0	97%
Channel Sales	1	0	0	0	0	100%
Customer Service	0	0	0	0	0	0%
Exec. Management	2	0	0	0	0	100%
Finance	0	0	0	0	0	0%
Marketing	0	0	0	0	0	0%
National Account Sales	1	0	0	0	0	100%
Product Development	0	0	0	0	0	0%
Product Management	1	1	0	0	0	90%
Sales East	0	0	0	0	0	0%
Sales North	0	0	0	0	0	0%
Sales South	0	0	0	0	0	0%
Sales West	1	0	0	0	0	100%
Senior Management	0	0	0	0	0	0%
Test	0	0	0	0	0	0%
channel sales	0	0	0	0	0	0%



FIG. 124

One Customer Tried Claim Widget Basic Performed

One of my customers tried to claim that the Widget Basic performed at a sub-moderate level. I was successful in countering their concerns by showing them a study done by our in-house technical experts. This was extremely helpful in moving the sale forward.

Usefulness: ☆☆☆☆☆ (97%/7 Ratings)  **NEW!**

Categorization: Products > Widget Basic

 Email as: [Link](#) | [Text](#)  [Save to My Favorites](#)

RETURN TO ADVICE

add your comment

***Comment Title:** (25 points)

***Comment Text:**

SPELL CHECK

SUBMIT

FIG. 125

add advice (50 Points)

step 1 of 3



*Indicates required field

type of advice

What is your advice about?

- ☒ Experience
- ☐ Internal Person
- ☐ External Person

Is this about a reference?

- ☐ Yes  Good reference
- ☐ Yes  Reference that has gone bad
- ☒ No

*advice

Please add a title for your advice:


Basic Widgets are a big hit

*Please share your advice:

The basic widget has proven to be a big seller in the baseball market. The Yankees and Cubs are using it to detect corked bats and scuffed baseballs. Check with Dusty Baker for direct quotes.

SPELL CHECK

FIG. 126A

*categorize the advice 

Instructions:

1. Select a category and sub-category(s) using the pull-down boxes below
2. Click the "Add" button
3. Repeat steps 1 & 2 to add multiple categorizations
4. If multiple categories are selected, choose the primary category using the radio buttons in the box below

Products	▼
↳ Widget Basic	▼

ADD

FIG. 126B


Primary Category	Categorization
	Products > Widget Basic [Delete]

FIG. 126C

add advice

step 2 of 3

Basic Widgets are a big hit

The basic widget has proven to be a big seller in the baseball market. The Yankees and Cubs are using it to detect corked bats and scuffed baseballs. Check with Dusty Baker for direct quotes.

Usefulness: (not yet rated)

NEW!

Categorization: Products > Widget Basic

keywords ?

Check additional keywords that help describe this advice:

- | | |
|---|---|
| <input checked="" type="checkbox"/> Sales Success Story | <input checked="" type="checkbox"/> Market Feedback |
| <input type="checkbox"/> Customer Success Story | <input type="checkbox"/> Sales Obstacles |
| <hr/> | |
| <input type="checkbox"/> Cost Effective | <input checked="" type="checkbox"/> Cross-sell |
| <input type="checkbox"/> Discounting | <input type="checkbox"/> Internal Use Only |
| <input type="checkbox"/> Pricing | <input type="checkbox"/> Problem |
| <input type="checkbox"/> Reliable | <input type="checkbox"/> Up-sell |

Other: (enter words separated by commas that you would like to locate this advice)

FIG. 127A

sales cycle ?

Where in the sales cycle is this used?
(Check all that apply)

- ☐ Sales Prospecting
- ☐ Recognition of Needs
- ☐ Evaluation of Options
- ☐ Resolution of Concerns
- ☐ Close

attachments

<p>File:</p> <input type="text"/> <input type="button" value="Browse..."/>	<p>URL:</p> <input type="text"/>
<p>Description:</p> <input type="text"/>	<p>Description:</p> <input type="text"/>
<input type="button" value="ADD"/>	<input type="button" value="ADD"/>

FIG. 127B

add advice

step 3 of 3 - Preview

Basic Widgets are a big hit

The basic widget has proven to be a big seller in the baseball market. The Yankees and Cubs are using it to detect corked bats and scuffed baseballs. Check with Dusty Baker for direct quotes.

Usefulness: (not yet rated)

NEW!

Categorization: Products > Widget Basic

[\[Edit\]](#)

Primary Category	Categories
/	Products > Widget Basic
[Edit]	

Selected Attributes	
Sales Success Story	Market Feedback
[Edit]	

FIG. 128A

Selected Keywords		Sales Cycle Usage	
Cross-sell	[Edit]	Sales Cycle	% Used
		Sales Prospecting	100
		Recognition of Needs	100
		Evaluation of Options	0
		Resolution of Concerns	0
		Close	0
		[Edit]	

Display*	Attachment	Description
	405-info analysis.xls (18k)	Info Analysis
		[Edit]

*Display this picture along with the success story

[CONTINUE]

FIG. 128B

add advice

publish your advice

Basic Widgets are a big hit

The basic widget has proven to be a big seller in the baseball market. The Yankees and Cubs are using it to detect corked bats and scuffed baseballs. Check with Dusty Baker for direct quotes.

Usefulness: (not yet rated)

NEW

Categorization: Products > Widget Basic

expiration date ?

Will this advice expire?

☐ Yes - Expiration Date:
 Month ▼ Day ▼ Year ▼

☒ No

FIG. 129A

settings (?)

Date for re-approval:

Oct ▼ 26 ▼ 2030 ▼

Advice status:

☐ Hot

Advice level:

☒ None☐ Basic☐ Intermediate☐ Advanced

reassign

Advice owner:

[Click here](#) to select an owner.

BMARTIN

☐ Collected via interview

CONTINUE

FIG. 129B

add advice

Thank you for adding your advice!

Your advice has been published and is now available to be viewed on the site. You have been awarded 50 points.

RETURN HOME)

FIG. 130

add advice (50 Points)

step 1 of 3



*Indicates required field


type of advice

What is your advice about?

- ☐ Experience
- ☐ Internal Person
- ☒ External Person

Is this about a reference?

- ☐ Yes  Good reference
- ☐ Yes  Reference that has gone bad
- ☒ No

*internal/external 

	First	Last
*Name:	<input type="text" value="Bob"/>	<input type="text" value="Brenly"/>
*Company:	<input type="text" value="AZ Diamondback"/>	
Phone:	<input type="text" value="500-500-5000"/>	
Email:	<input type="text" value="bb@azdiamondbacks.com"/>	

FIG. 131A

***advice**

Please add a title for your advice:

Best Manager

*Please share your advice:

Bob understands widgets and baseball because of his playing as a catcher for many years.

SPELL CHECK

***area of expertise ?**

Select a primary category that describe this person's area of expertise"

Application



Logistics



CONTINUE

FIG. 131B

add advice (50 Points)



step 1 of 3

*Indicates required field

type of advice**What is your advice about?**

- ☐ Experience
- ☒ Internal Person
- ☐ External Person

Is this about a reference?

- ☐ Yes  Good reference
- ☐ Yes  Reference that has gone bad
- ☒ No

***internal/external ?**Betty Martin, Sales West

FIG. 132A

***advice**

Please add a title for your advice:

Baseball Insider

*Please share your advice:

Betty know everything there is to know about baseball and the use of widgets.

SPELL CHECK)

***area of expertise ?**

Select a primary category that describe this person's area of expertise"

Competition



Widget Manufacturing



CONTINUE)

FIG. 132B

mypage

my interest ?

Category [edit categories]	Advice			
	All	New	Hot	Best Practices
Customers / Prospects > ABC Inc.	<u>2</u>	<u>2</u>	<u>0</u>	<u>0</u>
Products > Widget Basic	<u>4</u>	<u>4</u>	<u>0</u>	<u>1</u>
Sales Tactics > Closing Incentives	<u>8</u>	<u>8</u>	<u>3</u>	<u>3</u>
Sales Tactics > Cold Call	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>

Highlights ?

Customer Success	<u>3</u>
Sales Success	<u>6</u>
Sales Obstacles	<u>4</u>
Market Feedback	<u>3</u>
<u>Team Contribution</u>	

Saved Advice [\[edit folders\]](#) ?

 ABC (1)

Favorite People [\[add people\]](#) ?

Name	Advice Added	Comments Added	Delete
<u>Lisa Cramer</u>	<u>17</u>	<u>0</u>	[Delete]

>> [view/edit list](#)

review queues

Items to Review: 0

Offline Submissions: 0

[Download Offline Email](#)

setup center

Edit your personal interests, areas of expertise, profile, email preferences and more!

points & awards

My Points: 1,309

My Rank: 1

[Awards & Standings](#)

Featured Promotion:

[Annual Sales Leader](#)
203 days left!

Image

FIG. 133A


my contributions (?)

Contribution Type	Added	Pending	Needs Touch-up
Advice	5	0	0
Comments	1	0	0
Q&A	1	0	0
Success Story	1	0	0

Image

View All Promotions

advice spy


Keep track of new advice, points & rank, current contests & more right from your desktop with Advice Spy!

Download Now (?)

success story

Share a personal success story and earn 25 points!

my reports

+ Reports

+ Compliance

+ Intelligence

+ General Admin

+ Other

administration

Alert Admin

Bonus Points

Custom Email

Exec. Spotlight

External Awards

Functional Area Admin

News & Notes

Point Club Setup

Polling Admin

Promotions

System Admin

User Admin

FIG. 133B

my contributions

advice - added

Category:

Average Usefulness Score: 4%

Page 1 of 1



Advice	Usefulness Score	# of Times Viewed	Ratings	
<u>Test 2 Advice Spy</u> Test 2 for advice spy... more <i>Application</i>	60%	1	1	Active
<u>Hot Advice Advice Deemed Extremely Important</u> Hot advice is advice that has been deemed extremely important and... more <i>Application</i>	n/a	1	0	Active
<u>New Advice Advice Recently Added</u> New advice is advice that has been recently added... more <i>Application</i>	n/a	0	0	Active
<u>Best Practice Advice Advice Become Standard Within</u> Best Practice advice is advice that has become a standard within your... more <i>Application</i>	n/a	0	0	Active
<u>Test classifications</u> This is a test... more <i>Application</i>	n/a	0	0	Active
 <u>Test</u> Test... more <i>Application</i>	n/a	0	0	Active
 <u>PDF</u> PDF... more <i>Industries</i>	n/a	0	0	Active

FIG. 134A


 <u>HTM</u> HTM...more Industries	n/a	0	0	Active
<u>Test Basic User Prim Cat Change Pending</u> Test basic user prim cat change in pending...more Application	n/a	0	0	Active
<u>Test Basic User Prim Cat Change Pending 2</u> Test basic user prim cat change in pending 2...more Application	n/a	0	0	Active
<u>This is a test</u> This is a test...more Application	n/a	0	0	Active
<u>Yet Another Test</u> yet another test...more Application	n/a	0	0	Active
<u>Add Advice On...</u> add advice on.....more Application	n/a	0	0	Active
<u>Test Comment Approval Advice Competition.</u> Test comment approval for advice in competition...more Competition	n/a	1	0	Active
Page 1 of 1				

FIG. 134B

contact info

*Indicates required field.

Email the administrator to
update your name, title,
department, and/or location

Name: Super User

Title:

Department: Sales Operations

Location:

*Phone (W): 111-222-3333

Phone (C): 555-1212

*Email: norm@involve technology.com

Fax:

Pager:

Company Start Date: Month ▼ Day ▼ Year ▼

Industry Start Date: Month ▼ Day ▼ Year ▼

New Password:

Confirm Password:

☐ Include me as a possible featured user.

picture

Attach Image: Browse...

- JPG or GIF format
- Suggested image size: 135 x 200
- Maximum file size: 49k

Current Image:

FIG. 135A

expertise

Modify your area(s) of expertise:

Competition [Delete Category]

- | | |
|---|--------------------------------------|
| <input type="checkbox"/> Closing | <input type="checkbox"/> Competitor |
| <input type="checkbox"/> Contacts | <input type="checkbox"/> Demo |
| <input type="checkbox"/> Features & Functions | <input type="checkbox"/> Integration |
| <input type="checkbox"/> Negotiations | <input type="checkbox"/> Presenter |
| <input type="checkbox"/> Pricing | <input type="checkbox"/> Services |

New area of expertise:

 ▼

ADD

Didn't find your area of expertise? [Tell us](#) what it is.

biography

SPELL CHECK

SUBMIT

FIG. 135B

review queue

Page 1 of 2 • << Previous 1 2 Next >>

<u>Type</u>	<u>Date Submitted</u>	Description/Summary
Review Q&A	05/02/2003	test to see attachments. Please approve....
Review Q&A	06/11/2003	How are basic widgets best used in baseball?...
Review Q&A	06/11/2003	How are basic widgets best used in baseball?...
Review Q&A	06/11/2003	How are basic widgets best used in baseball?...
Review Sales Advice Renewal	06/13/2003	When selling against Widget & Sons, make sure you...
Review Sales Advice Renewal	06/13/2003	If you are caught selling against Widget...
Review Sales Advice Renewal	06/14/2003	Price should never be an issue when selling...
Review Sales Advice Renewal	06/14/2003	When selling any of our Widget products, make sure...
Review Sales Advice Renewal	06/15/2003	Don't hesitate to include integration services for...
Review Sales Advice Renewal	06/15/2003	At a recent trade show Widget & Sons was...
Review Sales Advice Renewal	06/15/2003	Flexible payment plans can help you close the...
Review Sales Advice Renewal	06/16/2003	One of the key differences between us & Widget...
Review Sales Advice Renewal	06/16/2003	The purchasing department at the ABC, Inc. always...
Review Sales Advice Renewal	06/17/2003	There is a new CTO at ABC, Inc. who is not too...

Page 1 of 2 • << Previous 1 2 Next >>

FIG. 136

review queue

q&a - step 1 of 3

*Indicates required field

question

By: Betty Martin



Question: How are basic widgets best used in baseball?

type of advice

What is your advice about?

- ☒ Experience
- ☐ Internal Person
- ☐ External Person

Is this about a reference?

- ☐ Yes  Good reference
- ☐ Yes  Reference that has gone bad
- ☒ No

*answer

Please add a title for your answer

Widgets and Baseball

*Please share your answer

Inserted in a standard bat, they will increase distance by 50 to 100 feet and are undetectable.

SPELL CHECK

FIG. 137A

categorize the advice ?*Instructions:**


1. Select a category and sub-category(s) using the pull-down boxes below
2. Click the "Add" button
3. Repeat steps 1 & 2 to add multiple categorizations
4. If multiple categories are selected, choose the primary category using the radio buttons in the box below

Application 



 Other 

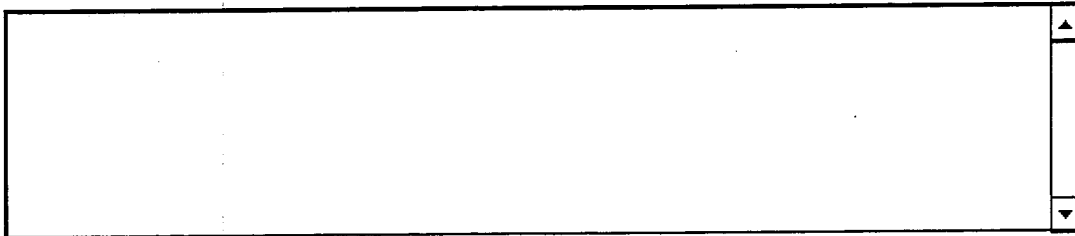
ADD

**Primary
Category Categorization**

 Application > Logistics [\[Delete\]](#)

***question review outcome**

-  Continue to step 2
-  Disapprove & notify author (please provide an explanation below)

**SPELL CHECK****CONTINUE****-OR-**[Cancel & return to queue](#)**FIG. 137B**

review queue

q&a - step 2 of 3

Widgets and Baseball

Inserted in a standard bat, they will increase distance by 50 to 100 feet and are undetectable.

Usefulness: (not yet rated)

NEW!

Categorization: Application > Logistics

keywords ?

Check additional keywords that help describe this advice:

- | | |
|---|---|
| <input type="checkbox"/> Sales Success Story | <input type="checkbox"/> Market Feedback |
| <input type="checkbox"/> Customer Success Story | <input type="checkbox"/> Sales Obstacles |
| <input type="checkbox"/> Closing | <input type="checkbox"/> Competition |
| <input type="checkbox"/> Demo | <input type="checkbox"/> Industry Knowledge |
| <input type="checkbox"/> Resource | <input type="checkbox"/> Sales Pitch |

Other: (enter words separated by commas that you would like to locate this advice)

sales cycle ?

Where in the sales cycle is this used?

(Check all that apply)

- ☐ Sales Prospecting
- ☐ Recognition of Needs
- ☐ Evaluation of Options
- ☐ Resolution of Concerns
- ☐ Close

FIG. 138A

keywords (?)

Check additional keywords that help describe this advice:

<input checked="" type="checkbox"/> Sales Success Story	<input type="checkbox"/> Market Feedback
<input checked="" type="checkbox"/> Customer Success Story	<input checked="" type="checkbox"/> Sales Obstacles
<input type="checkbox"/> Closing	<input type="checkbox"/> Competition
<input type="checkbox"/> Demo	<input checked="" type="checkbox"/> Industry Knowledge
<input checked="" type="checkbox"/> Resource	<input type="checkbox"/> Sales Pitch

Other: (enter words separated by commas that you would like to locate this advice)

sales cycle (?)

Where in the sales cycle is this used?
(Check all that apply)

<input type="checkbox"/> Sales Prospecting
<input checked="" type="checkbox"/> Recognition of Needs
<input type="checkbox"/> Evaluation of Options
<input type="checkbox"/> Resolution of Concerns
<input type="checkbox"/> Close

attachments

<p>File:</p> <p><input type="text"/> <input type="button" value="Browse..."/></p> <p>Description:</p> <p><input type="text"/></p> <p><input type="button" value="ADD"/></p>	<p>URL:</p> <p><input type="text" value="www.baseballtools.com"/></p> <p>Description:</p> <p><input type="text"/></p> <p><input type="button" value="ADD"/></p>
---	---

FIG. 138B

review queue

q&a - step 3 of 3 - Preview

Widgets and Baseball

Inserted in a standard bat, they will increase distance by 50 to 100 feet and are undetectable.

Usefulness: (not yet rated)

NEW!

Categorization: Application > Logistics

[\[Edit\]](#)

**Primary
Category**

Categories

/

Application > Logistics

[\[Edit\]](#)

Selected Attributes

Sales Success Story
Sales Obstacles

Customer Success Story

[\[Edit\]](#)

Selected Keywords

Resource
Industry Knowledge

[\[Edit\]](#)

Sales Cycle Usage

Sales Cycle	% Used
Sales Prospecting	0
Recognition of Needs	100
Evaluation of Options	0
Resolution of Concerns	0
Close	0

[\[Edit\]](#)

Attachments: None [\[Edit\]](#)

CONTINUE

FIG. 139

review queue

q&a - publish your advice

Widgets and Baseball

Inserted in a standard bat, they will increase distance by 50 to 100 feet and are undetectable.

Usefulness: (not yet rated)

NEW!

Categorization: Application > Logistics

expiration date ?

Will this advice expire?

☐ Yes - Expiration Date:

☒ No

settings ?

Date for re-approval:

Advice status:

☐ Hot

Advice level:

☒ None

☐ Basic

☐ Intermediate

☐ Advanced

FIG. 140A

reassign

Click [here](#) to select an owner.

Advice owner:

☐ Collected via interview

CONTINUE

FIG. 140B

Q&A

[Ask a New Question](#) | [View Answered Questions](#) | [View Unanswered Questions](#)

new question

Have a question that you can't find the answer to in the system? Enter your question below and an Expert will post the answer for everyone's benefit.

Before submitting a question, click on one of the links above to view a list of answered or unanswered questions to find out if your question has already been asked.

***Enter your question:** (10 points)

How are basic widgets best used in baseball?

SPELL CHECK

FIG. 141A

categorize the question

***Specify which category and sub-category this question is about:**

Application

Logistics

attachments

File:

Browse...

Description:

ADD

URL:

Description:

ADD

CONTINUE

FIG. 141B

Q&A

The following advice may answer your question. If they do not, click the button below to submit your question to an expert.

SUBMIT QUESTION

1 matches found

Page 1 of 1

Widgets and Baseball

Inserted in a standard bat, they will
increase distance by 50 to...[more](#)

Application > Logistics

06/24/2003 **NEW!**

L. Cramer

RATE IT

Page 1 of 1

SUBMIT QUESTION

FIG. 142

Q&A

Thanks!

Your question has been submitted to an Expert and you will be notified via email when the answer is posted. You may edit this question prior to it being answered by going to [mypage](#). You will receive 10 points after your question has been answered.

RETURN HOME

FIG. 143

Info Need

[Submit a Need](#)[View Needs](#)

new need

Have a need that you want addressed? Is there any content that is not in the system that you want covered? Enter the need below and the appropriate person will post the answer for everyone's benefit.

***Describe your need:**

How are basic widgets best used in baseball?

SPELL CHECK

categorize the need (optional)

If applicable, specify which category and sub-category this need is about:



SUBMIT

FIG. 144

Info Need

Thanks!

Your need has been submitted and you will be notified via email when the response is posted.

FIG. 145

Info Need

[Submit a Need](#)

View Needs

needs

Description	Votes in Agreement	Action Links
this is my need	3	[comment] [answer]
this is another need	3	[comment]
ffjad;lfkj	1	[I agree] [comment] [answer]
test need	1	[I agree] [comment] [answer]
I am addressing my needs - where does this go. Flori	0	[I agree] [comment] [answer]
test	0	[I agree] [comment] [answer]
lll	0	[I agree] [comment] [answer]
Tell me how vat tax works	0	[I agree] [comment] [answer]

FIG. 146

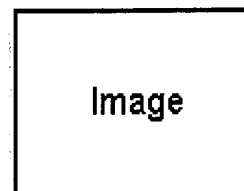
awards & standings

points & rank ?

	This Month	Last Month	Since Inception
Overall Rank:	<u>1</u>	<u>2</u>	<u>2</u>
Points Earned:	<u>235</u>	<u>146</u>	<u>1,309</u>
Contribution Highlights (Points)			
Added Advice	<u>50</u>	<u>100</u>	<u>350</u>
Viewing Advice	<u>120</u>	<u>40</u>	<u>740</u>
Rated Sales	<u>15</u>	<u>0</u>	<u>75</u>
Added a Comment	<u>25</u>	<u>0</u>	<u>25</u>

promotions

Featured Promotion:



Leading Sales Team

The sales team who brings in the highest sales in the 2nd quarter.

[Learn More...](#)

[View All Promotions](#)

point clubs

Club	Points	Prize	# of Members
<u>50,000 Point Club</u>	<u>50,000</u>	<u>5000 Points</u> <u>\$1,000 Visa Gift Card</u>	<u>0</u>
<u>20,000 Point Club</u>	<u>20,000</u>	<u>2000 Points</u> <u>\$750 Clothing Spree at Nordstroms</u>	<u>0</u>
<u>10,000 Point Club</u>	<u>10,000</u>	<u>1000 Points</u> <u>\$500 Gift Certificate to REI</u>	<u>0</u>
<u>5,000 Point Club</u>	<u>5,000</u>	<u>500 Points</u> <u>\$250 Gift Card to Blue Nile</u>	<u>0</u>
<u>2,000 Point Club</u>	<u>2,000</u>	<u>100 Points</u> <u>\$100 Gift Certificate to Best Buy</u>	<u>4</u>
<u>Test</u>	<u>100</u>	<u>100 Points</u>	<u>0</u> ↔ Your Level
<u>b</u>	<u>1</u>	<u>1 Points</u>	<u>0</u>

[View your past point club awards](#)

FIG. 147

awards & standings

promotion winners

Highest Quarter Goal

Dates:

01/09/2003 - 03/30/2003 (One-Time)

Winners:

Kory Kredit

Gary Mellott

Flori Parham

Bill Smith

Norm White

See your name listed here? [Claim your prize](#) today

FIG. 148

awards & standings

promotion details

Leading Sales Team

Summary:

The sales team who brings in the highest sales in the 2nd quarter.

Award(s)/Prize(s):**Leading Sales Team**

Be the team that closes the most sales in the 2nd quarter and your team will share in a \$1,000 Visa Gift Card, to be spent for a night out on the town with your spouses included.

Image**Eligible Participants:**

- Channel Sales
- Finance
- Product Development
- Sales North
- Sales South
- Sales East
- Sales West
- National Account Sales
- Marketing
- Product Management
- Senior Management
- Exec. Management
- Customer Service

Requirements:

[View a detailed description](#) of how points and/or sweepstakes entries are earned.

Dates:

01/10/2003 - 11/30/2003 (Yearly)

Terms & Conditions

All contracts must be signed and received prior to the last day of the 2nd quarter.

[VIEW ALL PROMOTIONS](#) >

FIG. 149

awards & standings

promotions

Current Promotions:

Leading Sales Team 171 days left!
Annual Sales Leader 202 days left!
Top Marketing Campaign 449 days left!

Promotion Dates:

01/10/2003 - 11/30/2003 (Yearly)
 01/09/2003 - 12/31/2003 (Yearly)
 05/02/2003 - 09/03/2004 (One-Time)

Previous Promotions:

qf | Winners List
Highest Quarter Goal | Winners List

05/13/2003 - 05/14/2003 (One-Time)
 01/09/2003 - 03/30/2003 (One-Time)

bonus points

Description:
Bonus Points:
Dates:

There are no bonus points to display

FIG. 150

awards & standings

point clubs: 2,000 Point Club - 100

This point club will expire on 03/09/2003

Name
Points

1. Norm White 5,203
2. Flori Parham 4,367
3. Lisa Cramer 3,504
4. Kory Kredit 3,102

prize

100 Points
 \$100 Gift Certificate
 to Best Buy

Image

RETURN TO AWARDS & STANDINGS

FIG. 151

administration

point clubs ?

*Indicates required field

***Edit or add a point club:**

Select existing point club:

10,000 Point Club ▼

-OR-

Add a new point club:

10,000 Point Club

***Point threshold:**

10000

***Award Type:** (choose one or more)

Bonus points awarded:

1000

Cash awarded:

\$0.00

Prize/other title:

\$500 Gift Certificate to REI

Graphic:

Browse...

FIG. 152A

Excluded Users: ([Preview/Edit User List](#))

Channel Sales
Donna Harrell
Fern Luce
Joe Builder
Norm White

***Entry Qualification:**

Points: 500 points required to qualify

Action:

Type	Points Awarded
Added Advice	50
Your Advice Viewed	2
Viewing Advice	10
Review Advice	20
Added a Comment	25
Rating a Comment	15
Rating "Move Sale Forward"	15
Tell a Co-Worker	0
Add a Question	10
Added Success Story	25
Add Sales Cycle Feedback	10

Category & Sub-category for this action:

All

CONTINUE

FIG. 152B

administration

point clubs setup

Thank you!

Your point club has been successfully updated.

- To add, modify or delete a point club [click here](#).
- [Send an email](#) to selected users to announce this point club.

RETURN

FIG. 153

awards & standings

my points

Date Range: This Month ▼

Activity	Point Value	Your Points*
Sales Advice		
Added Advice	50	50
Content Load	5	0
Your Advice Viewed	2	0
Viewing Advice	10	120
Review Advice	20	0
Renew Advice	10	0
Best Practice Advice	10	0
Ratings & Comments		
Rated Sales	15	15
Added a Comment	25	25
Rating a Comment	15	0
Review a Comment	10	0
Rating "Move Sale Forward"	15	0
Extras		
Polling Answers	10	0
Add a Question	10	0
Added Success Story	25	25
Review Profile	10	0
Review a Success Story	10	0
Add Sales Cycle Feedback	10	0
Awards	10	0
Total:		235

* Point totals include the standard point values (displayed above) and bonus point values (not displayed).

[RETURN TO AWARDS & STANDINGS](#)

FIG. 154

awards & standings

my rank

[Total Points](#) | [Added Advice](#) | [Viewing Advice](#) | [Rated Sales](#) | [Added a Comment](#)

Date Range: This Month ▼

Name	Points
1. Betty Martin	235
2. Flori Parham	6

[RETURN TO AWARDS & STANDINGS](#)

FIG. 155

awards & standings

my rank

[Total Points](#) | [Added Advice](#) | [Viewing Advice](#) | [Rated Sales](#) | [Added a Comment](#)

Date Range: Since Inception ▼

Name	Points	Added Advice
1. Flori Parham	1,750	21
2. Betty Martin	350	5

[RETURN TO AWARDS & STANDINGS](#)

FIG. 156

administration

promotion setup - step 1: description ?

*Indicates required field

*Select or add a promotion:

Select an existing promotion:

Leading Sales Team ▼

-OR-

Edit promotion:

Leading Sales Team

*Type: ? Contest

Promotion Summary:

The sales team who brings in the highest sales in the 2nd quarter.

Rules/Terms & Conditions:

All contracts must be signed and received prior to the last day of the 2nd quarter.

Email to winner:

Promotion Email to Winner ▼

status

⇒ Step 1:
Description

Step 2:
Qualifications

Step 3:
Award Type

Step 4:
Dates

Preview

CONTINUE -OR- DELETE

FIG. 157

promotion setup - step 2: qualifications (contest)	
<p>*Indicates required field</p> <p>*Winner Selection: All qualified users</p> <p>*Department/Function Channel Sales Finance Product Development Sales North Sales South Sales East Sales West National Account Sales Marketing Product Management Senior Management Exec. Management Customer Service</p>	<p>status</p> <p>Step 1: Description</p> <p>⇒ Step 2: Qualifications</p> <p>Step 3: Award Type</p> <p>Step 4: Dates</p> <p>Preview</p>

FIG. 158A

Excluded Users: ([Preview/Edit User List](#))

Channel Sales
Donna Harrell
Fern Luce
Joe Builder
Norm White

***Entry Qualification:**

Points: 500 points required to qualify

Action:

Type	Points Awarded
Added Advice	50
Your Advice Viewed	2
Viewing Advice	10
Review Advice	20
Added a Comment	25
Rating a Comment	15
Rating "Move Sale Forward"	15
Tell a Co-Worker	0
Add a Question	10
Added Success Story	25
Add Sales Cycle Feedback	10

Category & Sub-category for this action:

All

CONTINUE

FIG. 158B

administration

promotion setup - step 2: qualifications (sweepstakes)

*Indicates required field

*Number of Winners: 2

*Department/Function

Channel Sales
Finance
Product Development
Sales North
Sales South
Sales East
Sales West
National Account Sales
Marketing
Product Management
Senior Management
Exec. Management
Customer Service

Excluded Users: ([Preview/Edit User List](#))

None

status

Step 1:
Description

⇒ Step 2:
Qualifications

Step 3:
Award Type

Step 4:
Dates

Preview

FIG. 159A

Excluded Users: ([Preview/Edit User List](#))

None

***Entry Qualification:**

Points: 10 points = 1 sweepstakes entry

Action:

Type	Points Awarded
Added Advice	50
Your Advice Viewed	2
Viewing Advice	10
Review Advice	20
Renew Advice	10
Best Practice Advice	10
Added a Comment	25
Rating a Comment	15
Rating "Move Sale Forward"	15
Tell a Co-Worker	0
Add a Question	10
Added Success Story	25
Add Sales Cycle Feedback	10

Category & Sub-category for this action:

All

CONTINUE

FIG. 159B

administration

promotion setup - step 3: award type

*Indicates required field

*** Specify the award(s) for this promotion:**

(Awards can include cash and/or prizes. You can add as many awards as you want. Hit the add/update button after adding each one. This clears the form for the next award.)

***Award Summary/Title:**

***Award Description:**

Award Picture:

- JPG or GIF format
- 49k maximum file size
- Suggested image size: 135 x 200

***Awards administrator email address:**

status

Step 1:
Description

Step 2:
Qualifications

➡ Step 3:
Award Type

Step 4:
Dates
Preview

FIG. 160A

Award(s) for promotion "Leading Sales Team"**Leading Sales Team**[\[Edit\]](#)[\[Delete\]](#)

Be the team that closes the most sales in the 2nd quarter and your team will share in a \$1,000 Visa Gift Card, to be spent for a night out on the town with your spouses included.

A rectangular box containing the word "Image", indicating a missing or placeholder image.**CONTINUE**

administration

promotion setup - step 4: dates

*Indicates required field

*Frequency: Yearly

*Start Date: 01/10/2003

*End Date of 1st
Promotion Period: Nov 30 2003

*Number of
Promotion Periods: 99 (99=continuous)

status

Step 1:
Description

Step 2:
Qualifications

Step 3:
Award Type

Step 4:
Dates

Preview

CONTINUE

FIG. 161

administration

promotion setup - preview

Click on the "Edit" links to modify any of the information below or click on the Submit button at the bottom of the page to activate this promotion.

Title/Summary:[\[Edit\]](#)**Leading Sales Team**

The sales team who brings in the highest sales in the 2nd quarter.

Qualifications:**Winner selection:**

All qualified users

Points:

500 points required to qualify.

Functional Areas: ([Preview/Edit User List](#))

Channel Sales

Finance

Product Development

Sales North

Sales South

Sales East

Sales West

National Account Sales

Marketing

Product Management

Senior Management

Exec. Management

Customer Service

Excluded Users:

Channel Sales

Donna Harrell

Fern Luce

Joe Builder

Norm White

status

Step 1:

Description

Step 2:

Qualifications

Step 3:

Award Type

Step 4:

Dates



Preview

FIG. 162A

Action: Added Advice Added a Comment Add a Question Rating a Comment Review Advice Viewing Advice Your Advice Viewed Tell a Co-Worker Added Success Story Add Sales Cycle Feedback Rating "Move Sale Forward"	
Category & Sub-category ALL (no subset of categories selected)	
Award(s): [Edit]	Leading Sales Team Be the team that closes the most sales in the 2nd quarter and your team will share in a \$1,000 Visa Gift Card, to be spent for a night out on the town with your spouses included.
Frequency/Dates: [Edit]	Frequency: Yearly Dates: 01/10/2003 - 11/30/2003 Number of Promotion Periods: 99

SUBMIT

FIG. 162B

administration

promotion setup

Thank you!

Your promotion has been successfully updated.

- Send an email to selected users to announce this contest or promotion.
- Add, Edit or Delete another promotion.

FIG. 163

awards & standings

points & rank ?

	This Month	Last Month	Since Inception
Overall Rank:	<u>1</u>	<u>2</u>	<u>2</u>
Points Earned:	<u>410</u>	<u>146</u>	<u>1,484</u>
Contribution Highlights (Points)			
Added Advice	<u>150</u>	<u>100</u>	<u>450</u>
Viewing Advice	<u>140</u>	<u>40</u>	<u>760</u>
Rated Sales	<u>15</u>	<u>0</u>	<u>75</u>
Added a Comment	<u>25</u>	<u>0</u>	<u>25</u>

promotions

Featured Promotion:

Image

Leading Sales Team

The sales team who brings in the highest sales in the 2nd quarter.

[Learn More...](#)

[View All Promotions](#)

point clubs

Club	Points	Prize	# of Members
<u>50,000 Point Club</u>	<u>50,000</u>	<u>5000 Points</u> <u>\$1,000 Visa Gift Card</u>	<u>0</u>
<u>20,000 Point Club</u>	<u>20,000</u>	<u>2000 Points</u> <u>\$750 Clothing Spree at Nordstroms</u>	<u>0</u>
<u>5,000 Point Club</u>	<u>5,000</u>	<u>500 Points</u> <u>\$250 Gift Card to Blue Nile</u>	<u>0</u>
<u>2,000 Point Club</u>	<u>2,000</u>	<u>100 Points</u> <u>\$100 Gift Certificate to Best Buy</u>	<u>4</u>
<u>Test</u>	<u>100</u>	<u>100 Points</u>	<u>0</u> ↩ Your Level
<u>b</u>	<u>1</u>	<u>1 Points</u>	<u>0</u>

[View your past point club awards](#)

FIG. 164

awards & standings

your point club awards

Club	Prize	Date Awarded
<u>test</u>		06/18/2003
<u>Big Test</u>		06/18/2003
<u>2,000 Point Club</u>	\$100 Gift Certificate to Best Buy	01/24/2003
<u>T'Bird Roadster</u>	New Thunderbird Roadster	11/03/2002
<u>Mustang Pony Club</u>	2003 Mustang Convertible	10/31/2002
<u>Mercedes Benz E Series Club</u>	\$500 in cash	10/30/2002
<u>PT Cruiser Club</u>	\$250 in cash	10/14/2002
<u>Sebring Convertible Club</u>	Street Pilot GPS- handheld	10/14/2002

[RETURN TO AWARDS & STANDINGS](#)

FIG. 165

advice spy



Keep track of
new advice,
points & rank,
current contests &
more right from your
desktop with Advice
Spy!

▶ [Download Now](#) (?)

FIG. 166



The image shows a software window titled "Advice Spy" with a magnifying glass icon on the left and a close button on the right. Below the title bar, there are two menu items: "My Spy" and "Help". A "Login" button is located below the menus. The main area of the window contains a welcome message and a login form. The form includes fields for "Host", "Login ID", and "Password". The "Host" field contains the text "qanextv.involvetechology.com:8". The "Login ID" field contains the text "lcramer". The "Password" field contains seven "x" characters. Below the password field is a checkbox labeled "Auto login". At the bottom of the form is a "Connect" button.

Advice Spy

My Spy Help

Login

Welcome to Advice Spy! Enter your login information below to start monitoring vital information in the advice system. If you do not want to see this page again, select Auto Login before clicking Connect.

Host: qanextv.involvetechology.com:8



Login ID: lcramer

Password: xxxxxxxx

☐ Auto login

Connect

FIG. 167

 **Advice Spy** 

My Spy Links Help

Overview

My Interests

Promotions

▷ **Points & Rank for Lisa**

Total Points: 3524

Points (month to date): 24

Rank: 1

▷ **Items in my review queue:**

Items in review Queue: 20

Search:

GO!

Browse: ☒ Advice ☐ Experts

** Select a category ▼

GO!

Add New Advice

New Advice:

here is an easy-to-use setup kit that I found to convert

FIG. 168

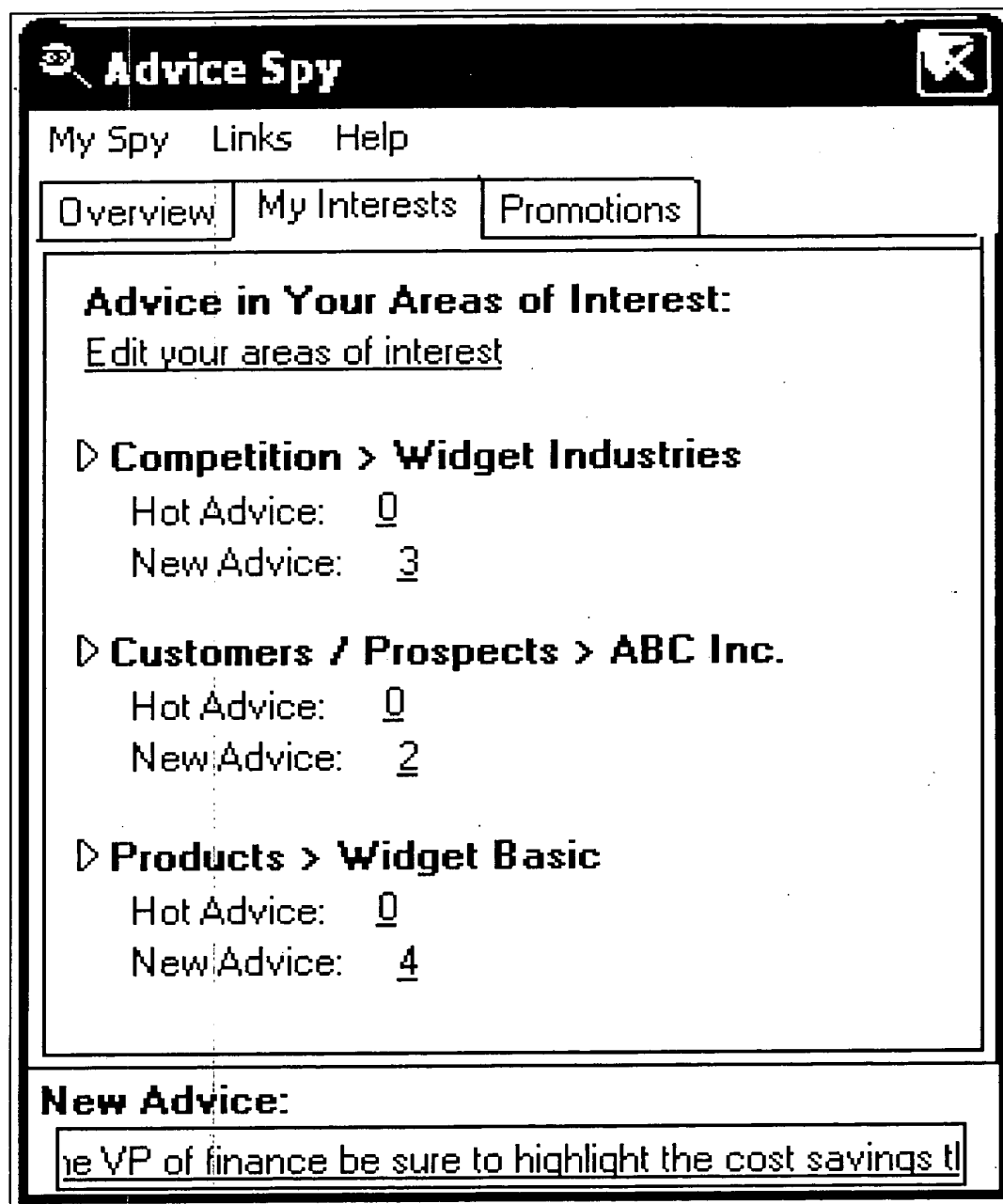


FIG. 169

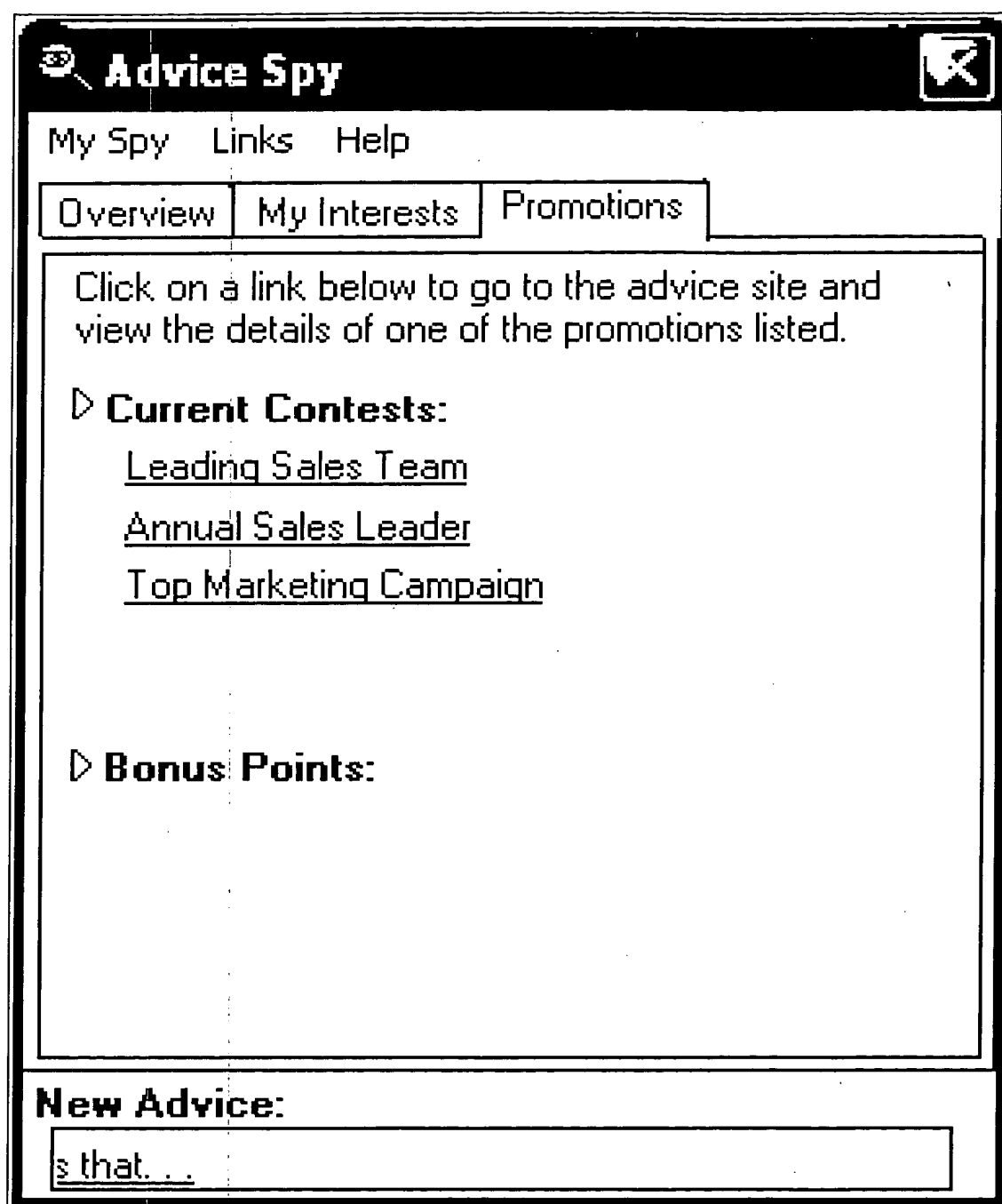


FIG. 170

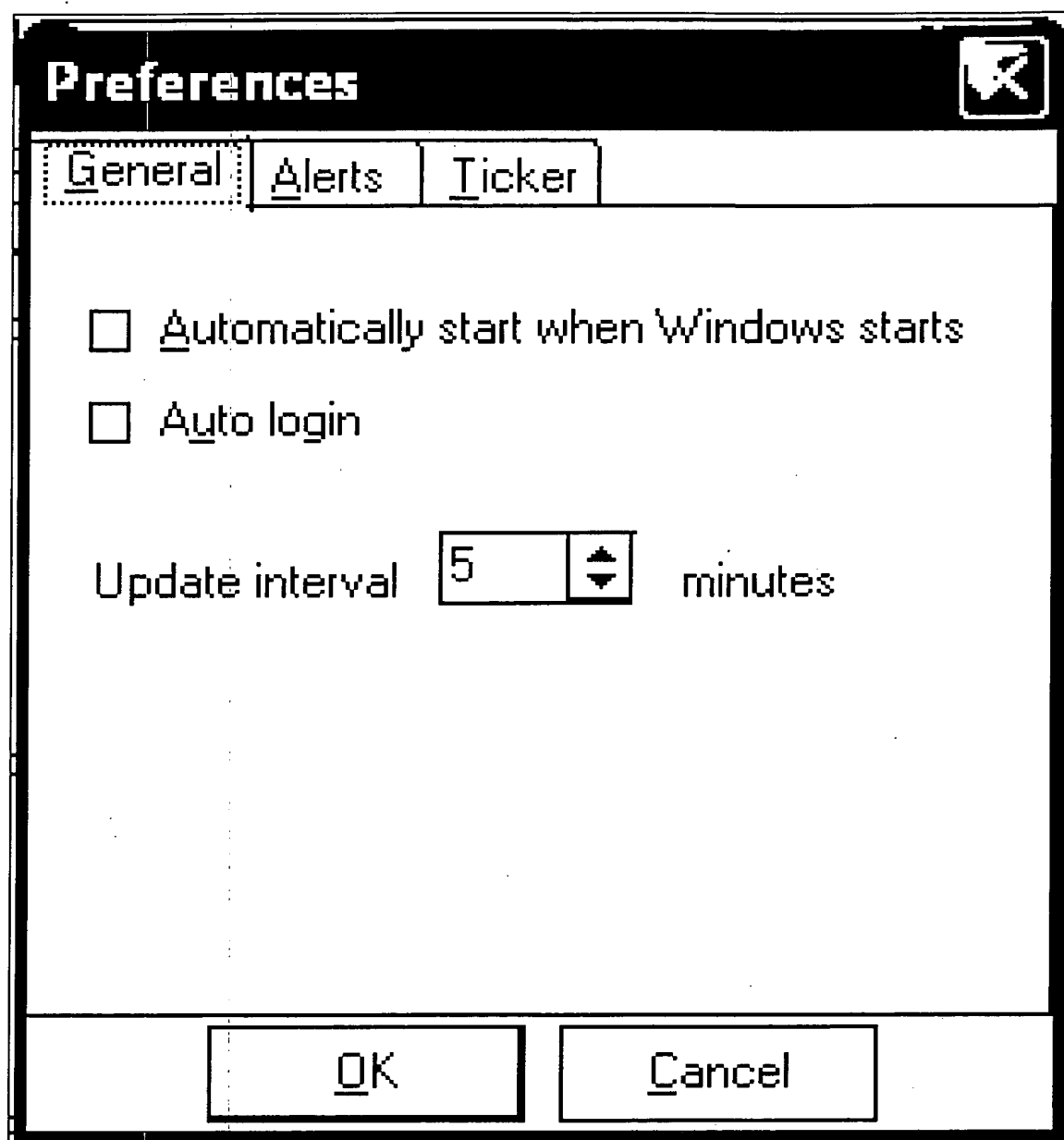


FIG. 171

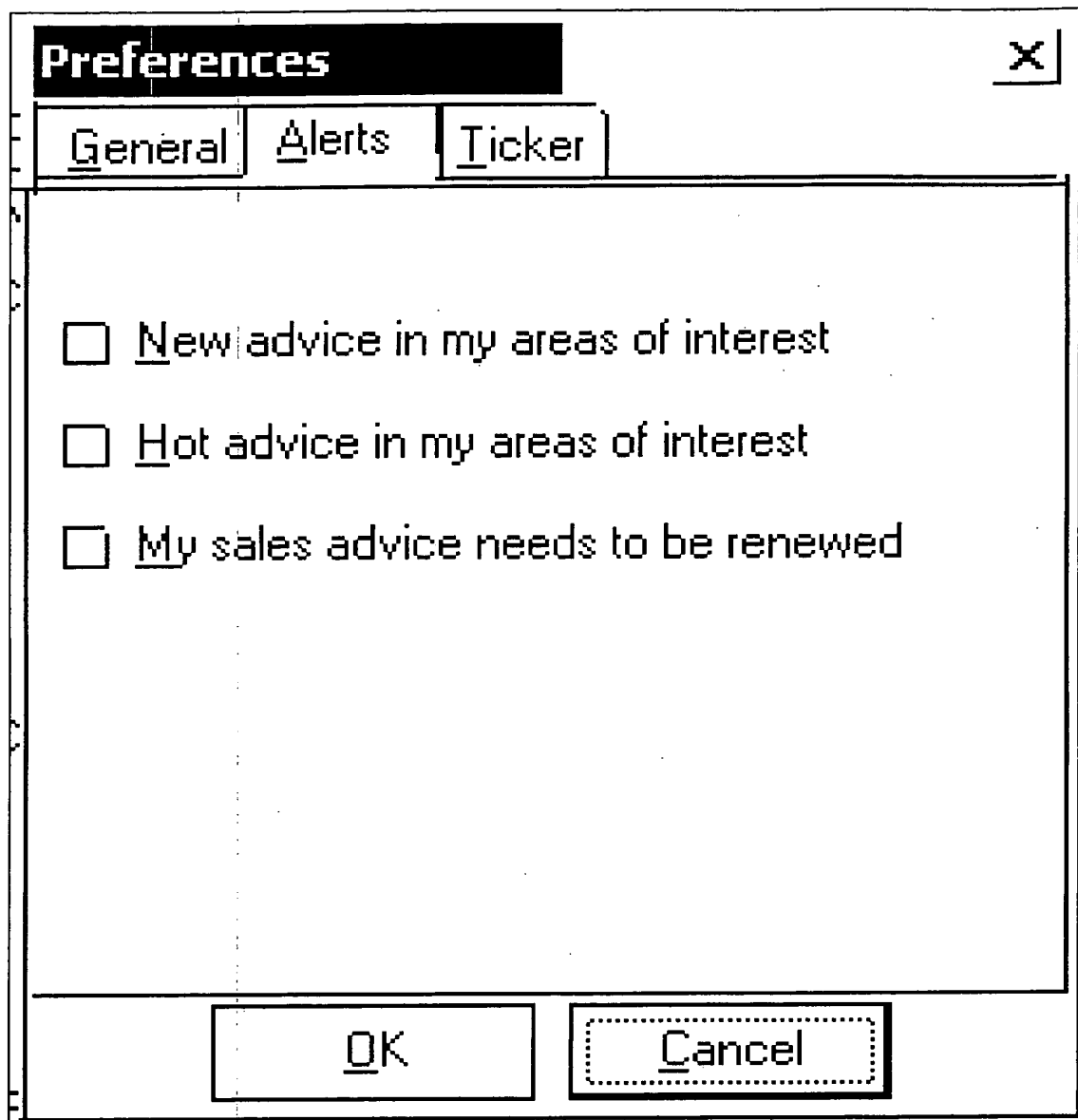


FIG. 172

Preferences

General Alerts Ticker

Ticker Content

☒ New Advice Added (all areas)

☐ New Advice Added (my areas)

☐ New Best Practice Advice (all areas)

☐ New Best Practice Advice (my areas)

☐ None

Ticker Scroll Speed:

Ticker Speed

OK Cancel

FIG. 173

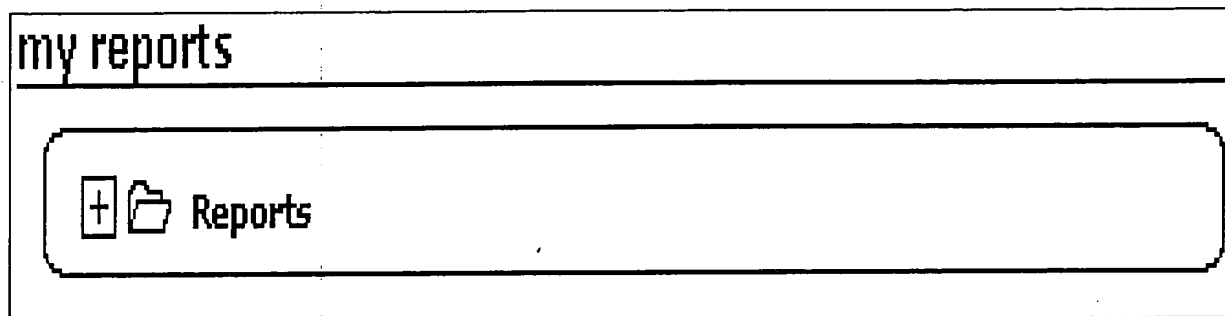


FIG. 174

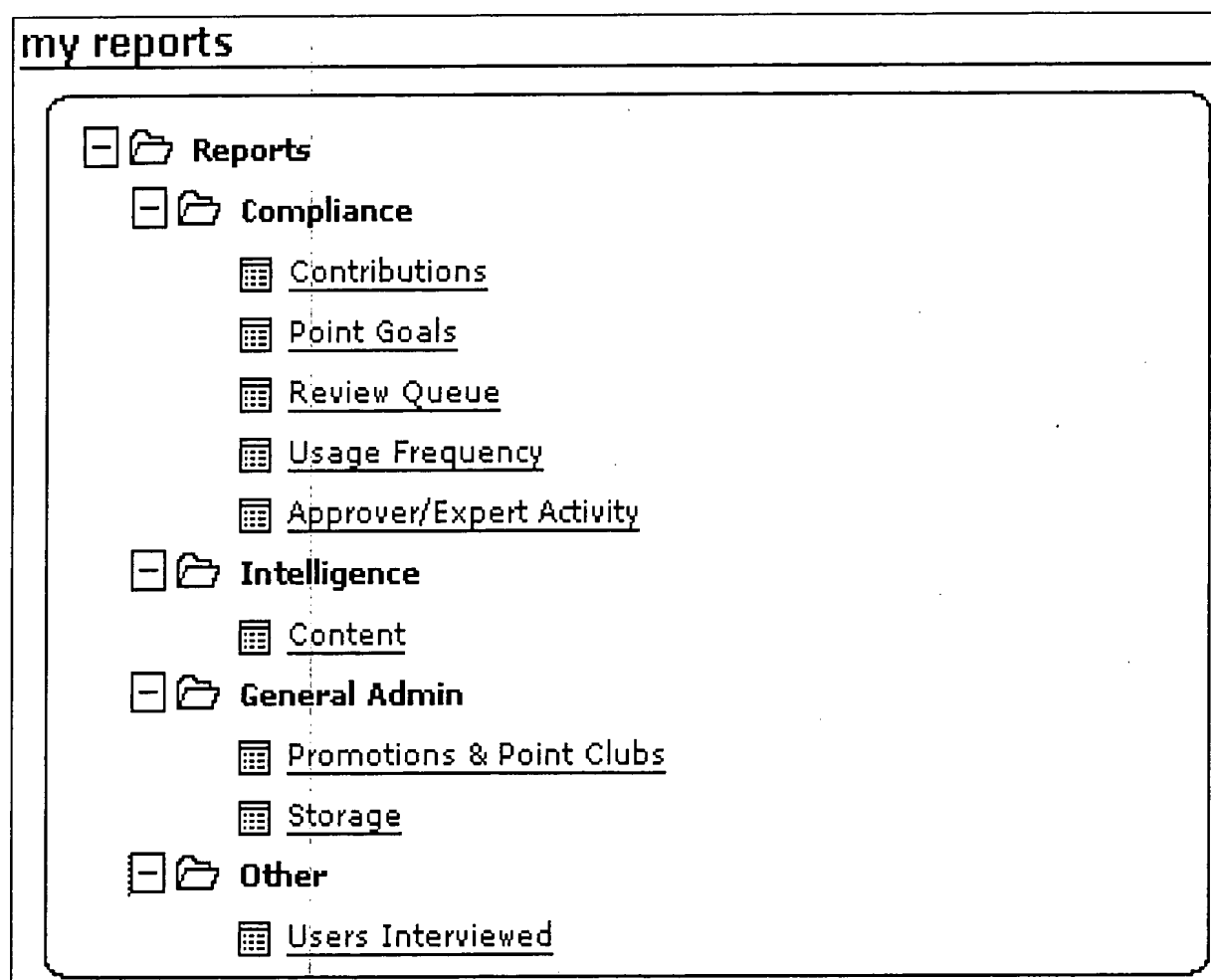


FIG. 175

reports - compliance ?

Contributions

Point Goals

Review Queue

Usage Frequency

Approver/Expert Activity

Report Options

Contributions

*Select Time Period or Date Range for this Report:

☒ Time Period: Yesterday ▼

☐ Date Range: From Month ▼ Day ▼ Year ▼ To Jun ▼ 30 ▼ 2003 ▼

*Select the Functional Area(s) to include in this Report:

☒ Channel Sales

☒ Finance

☒ National Account Sales

☒ Product Management

☒ Sales North

☒ Sales West

☒ Exec. Management

☒ Marketing

☒ Product Development

☒ Sales East

☒ Sales South

☒ Senior Management

SUBMIT

FIG. 176

my reports

reports - compliance 

[Contributions](#)



[Point Goals](#)

[Review Queue](#)

[Usage Frequency](#)

[Approver/Expert Activity](#)

Report















 [Export](#)  [Print](#)

[Revise Report Options](#) > Functional Areas

Contributions


Dates: Sun Jun 29 00:00:00 GMT-07:00 2003 - Sun Jun 29 23:59:59 GMT-07:00 2003

Functional Areas: Channel Sales, Customer Service, Exec. Management, Finance, Marketing, National Account Sales, Product Development, Product Management, Sales East, Sales North, Sales South, Sales West, Senior Management

<u>Functional Area</u> 	<u>Advice</u>			<u>Moved Sale</u>	<u>Comments Added</u>	<u>Q&A Asked</u>
	<u>Added</u>	<u>Viewed</u>	<u>Rated</u>			
 Channel Sales	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
 Customer Service	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
 Exec. Management	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
 Finance	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
 Marketing	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
 National Account Sales	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
 Product Development	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
 Product Management	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
 Sales East	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
 Sales North	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
 Sales South	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
 Sales West	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
 Senior Management	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>

Page 1 of 1

Click on a number in any column to view a chart.

Click on the  icon to view this report for individual users within the functional area.



Run on: Mon Jun 30 17:12:42 GMT-07:00 2003

FIG. 177

my reports

reports - compliance 

Contributions	Point Goals	Review Queue	Usage Frequency	Approver/Expert Activity
-------------------------------	-----------------------------	------------------------------	---------------------------------	--


Report  [Export](#)  [Print](#)

[Revise Report Options](#) > [Functional Areas](#) > Exec. Management

Contributions


Dates: Fri Jan 01 00:00:00 GMT-07:00 1993 - Mon Jun 30 23:59:59 GMT-07:00 2003

Users in: Exec. Management

<u>User Name</u> 	Advice				<u>Moved</u> <u>Sale</u>	<u>Comments</u> <u>Added</u>	<u>Q&A</u> <u>Asked</u>
	<u>Added</u>	<u>Viewed</u>	<u>Rated</u>				
Lisa Cramer	21	70	16		1	2	1
Greg Petras	0	0	0		0	0	0
Bill Smith	3	90	1		0	0	0

Page 1 of 1

Click on a number in any column to view a chart.

 = Inactive User

Run on: Mon Jun 30 17:25:43 GMT-07:00 2003

FIG. 178

Bill Smith**contact info**

Title: SVP
Department: Exec. Management
Location:
Email: flori@involve technology.com
Telephone: 480-222-3333
Cell:
Fax:
Pager:
Experience: 4.3 years (company)
 23.2 years (industry)

contributions

Advice: 2
Comments: 0

preferences

- ☐ Email me when Bill Smith adds advice
☐ Add to my favorites

expertise

Category	Expertise Attributes
Competition	View
Industry	View

FIG. 179

my reports

reports - compliance 

[Contributions](#)

[Point Goals](#)

[Review Queue](#)

[Usage Frequency](#)

[Approver/Expert
Activity](#)

Report

[Revise Report Options](#) > [Functional Areas](#) > [Exec. Management](#) > Action Detail

Added Advice

Dates: Fri Jan 01 00:00:00 GMT-07:00 1993 - Mon Jun 30 23:59:59 GMT-07:00 2003

User: Bill Smith

2 matches found

Page 1 of 1




Test a reassignment Test a reassignment...more <i>Application</i>	06/12/2003 	B. Smith	0% / 0
Jones & Sons Really Customer Ours. Jones & Sons is a really good customer of ours. However, they... more <i>Customers / Prospects > Jones &</i> <i>Sons, Inc.</i>	01/16/2003  	B. Smith	88% / 5

FIG. 180

my reports

reports - compliance 

Contributions	Point Goals	Review Queue	Usage Frequency	Approver/Expert Activity
Report				
Revise Report Options > Functional Areas > Action Detail				
Added Advice				
Dates: Fri Jan 01 00:00:00 GMT-07:00 1993 - Mon Jun 30 23:59:59 GMT-07:00 2003				
Functional Area: Marketing				

3 matches found

Page 1 of 1













	Preparing Proposal Widget Executive Against Widget When preparing a proposal for the Widget Executive against...more Competition > Widget & Sons	01/16/2003    	F. Luce	100% / 2
	Presenting Talking Widget Plus First Time, When presenting or talking about the Widget Plus for the first...more Products > Widget Plus	01/22/2003  	L. Cramer	80% / 1
	Submitting Proposal Widget Plus, Latest Marketing Before submitting any proposal on the Widget Plus, you need to...more Products > Widget Plus	01/16/2003   	F. Luce	90% / 4

FIG. 181

administration

add alert ?

*Alert Text:

Select the functional area(s) of interest and expiration date for this alert. (Defaults for functional area and areas of interest are **ALL** if no selection is made)

Functional Area:

Product Management	▲
Sales East	
Sales North	
Sales South	
Sales West	▼

(Hold down CTRL key to select more than one)

Interests:

- ☐ + Application
- ☐ + Buyer Position
- ☐ + Category Test
- ☐ + Competition
- ☐ + Customers / Prospects
- ☐ + Industry
- ☐ + Products
- ☐ + Sales Tactics

[Select All](#) | [Unselect All](#) | [Expand All](#) | [Collapse All](#)

*Expiration Date:

Jun	▼	30	▼	2003	▼
-----	---	----	---	------	---

SUBMIT

FIG. 182A



edit alerts

Page 1 of 0

Summary	Expiration Date
<i>There are no alerts to edit at this time.</i>	

Page 1 of 0

FIG. 182B

bonus points setup ?

*Indicates required field

***Select or add a bonus point promotion:**

Select an existing bonus point promotion:

- No bonus point promotions exist yet - ▾

-OR-

Add a new bonus point promotion:

Baseball Pickem

***Bonus points for action(s) selected below:**

25

***Action:** (Check all that apply)

- ☒ Added Advice
- ☒ Content Load
- ☒ Your Advice Viewed
- ☐ Viewing Advice
- ☐ Review Advice
- ☒ Renew Advice
- ☐ Best Practice Advice
- ☐ Rated Sales
- ☐ Added a Comment
- ☐ Rating a Comment
- ☒ Review a Comment
- ☐ Rating "Move Sale Forward"
- ☒ Tell a Co-Worker
- ☒ Polling Answers

FIG. 183A

The screenshot shows a web application interface with a decorative wavy top border. It contains a list of actions with checkboxes, a category selection dropdown, and date range selectors. A 'CONTINUE' button is at the bottom.

☐ Add a Question
☐ Added Success Story
☐ Review Profile
☐ Review a Success Story
☒ Add Sales Cycle Feedback
☐ Admin Adjustment

Select a Category & Sub-category for this action
(Default is ALL)

All

*Date Range:

Start Date: Jun 30 2003

End Date: Jun 30 2006

CONTINUE

FIG. 183B

bonus points setup - preview

Click on the "Edit" links to modify any of the information below or click on the Submit button at the bottom of the page to activate this promotion.

Title: [Edit]	Baseball Pickem
Qualification: [Edit]	Action: Added Advice Content Load Your Advice Viewed Renew Advice Review a Comment Tell a Co-Worker Polling Answers Add Sales Cycle Feedback Category & Sub-category ALL (no subset of categories selected)
Bonus Points: [Edit]	25
Dates: [Edit]	06/30/2003 - 06/30/2006

SUBMIT

FIG. 184

bonus points setup

Thank you!

Your promotion has been successfully added.

- Send an email to selected users to announce this contest or promotion.
- Add, Edit or Delete another bonus point promotion.

FIG. 185

custom emails ?

Select individual users as recipients for this email:

If you select individual users, you may still select additional users below by specifying functional area, role, expertise and/or interests. However, you are not required to do so.

Individual Users Selected: Click [here](#) to select users

- And/Or -

Refine and narrow a list of recipients by specifying functional area, role, expertise and/or interests.

If you unselect all of the Functional Areas, the recipient list will consist solely of the individual users selected above.

Functional Area:

Channel Sales	▲
Customer Service	
Exec. Management	
Finance	
Marketing	▼

[Select All](#) | [Unselect All](#)

(Hold down CTRL key to select more than one)

User Type: ☐ Basic User ☐ Trusted User

Attributes: ☐ Functional Head ☐ Approver

(Checking these attributes will restrict the recipient list to only functional heads and/or approvers)

Expertise:

Interests:

FIG. 186A

PREVIEW RECIPIENT LIST

*Indicates required field

***From:** (Name)
 (Email Address)

***Subject:**

***Email:**

SPELL CHECK

SEND

FIG. 186B

spotlight ?

*Indicates required field

* Enter your exec. spotlight:

SPELL CHECK

Add an image:

Browse...

- JPG or GIF format
- Suggested image size: 135 x 200
- Maximum file size: 49k

expiration date ?

Will this spotlight expire?

- ☐ Yes - Expiration Date: Jul ▾ 1 ▾ 2003 ▾
- ☒ No

SUBMIT

edit spotlight

Page 1 of 1

Summary	Expiration Date
Thanks to everyone for their constant support and usage of...	View/Edit Delete
I just wanted everyone to know how excited we are about the...	View/Edit Delete

FIG. 187

functional area administration ?

Functional Area Setup	Category Access	User Access	Functional Area Report Access	Functional Area Profile Access	Expertise Keywords	Intro Page
-----------------------	-----------------	-------------	-------------------------------	--------------------------------	--------------------	------------

Setup | Overview

Select an existing functional area:

Sales Reps ▼

-OR-

Edit functional area description:

Sales Reps

Individual user point goal:

1000

Credibility Factor:

1

User Type:

☒ Basic User

☐ Trusted User

SUBMIT

FIG. 188



functional area administration [?]						
Functional Area Setup	Category Access	User Access	Functional Area Report Access	Functional Area Profile Access	Expertise Keywords	Intro Page
Setup Overview				 Print  Export		
Functional Area (Number of Users)		Default Settings User Point Goal		User Type		
Customer Service (4)		0		Basic		
Exec Management (5)		0		Trusted		
Indirect Channel (0)		0		Basic		
Management (0)		500		Trusted		
Marketing (0)		1,000		Basic		
Sales Operations (3)		0		Basic		
Sales Reps (0)		1,000		Basic		
Sales Support (0)		500		Basic		

FIG. 189

functional area administration ?



Functional Area Setup	Category Access	User Access	Functional Area Report Access	Functional Area Profile Access	Expertise Keywords	Intro Page
---------------------------------------	---------------------------------	-----------------------------	---	--	------------------------------------	----------------------------

To set access privileges to categories and sub-categories select a functional area in the pull-down box then check the categories that should be visible to the users in the selected functional area.

Functional Area: ▼

▷ [User Exception Report](#)

Category Access - Customer Service

 [Print](#)  [Export](#)

Copy access settings from another functional area: ▼

- ☒ Application
- ☒ ☐ Buyer Position
 - ☒ Executive
 - ☒ Middle Management
 - ☒ Technical Staff
 - ☒ Training
- ☒ ☐ Competition
- ☒ ☐ Customers
- ☒ ☐ Industries
- ☒ ☐ Products
- ☒ Sales Tactics
- ☒ ☐ Support Tools
- ☐ TEST
- ☒ ☐ Vendor

[Select All](#) | [Unselect All](#) | [Expand All](#) | [Collapse All](#)

SUBMIT

FIG. 190

category access - user exception report

Functional Area: Customer Service

There are no users in this functional area whose category access is different from the default category access

Close Window

FIG. 191

access settings

Access Area	Functional Area(s)
Add Process	Customer Service Exec Management Indirect Channel Management Marketing Sales Operations Sales Reps Sales Support
Alerts	Exec Management Management Marketing Sales Operations
Bonus Points	Exec Management Management Marketing Sales Operations
Custom Email	Exec Management Management Marketing Sales Operations
Exec. Spotlight	Exec Management Management Sales Operations
External Awards	Exec Management Management Sales Operations
News & Notes	Exec Management Management Marketing Sales Operations

FIG. 192

functional area administration ?

Functional Area Setup	Category Access	User Access	Functional Area Report Access	Functional Area Profile Access	Expertise Keywords	Intro Page
---------------------------------------	---------------------------------	-----------------------------	---	--	------------------------------------	----------------------------

Instructions:

1. Select a functional area to edit
2. Check the user access selections, or select an existing area to copy the settings from
3. Click "Submit"

Functional Area: ▼

[▷ Overview Report](#)
[▷ User Exception Report](#)

User Access - Customer Service

Copy access settings from another functional area: ▼

<input checked="" type="checkbox"/> Add Process	<input type="checkbox"/> Polling Admin
<input type="checkbox"/> Alerts	<input type="checkbox"/> Promotions
<input type="checkbox"/> Bonus Points	<input type="checkbox"/> Reports - Compliance
<input type="checkbox"/> Custom Email	<input type="checkbox"/> Reports - General Admin
<input type="checkbox"/> Exec. Spotlight	<input type="checkbox"/> Reports - Intelligence
<input type="checkbox"/> External Awards	<input checked="" type="checkbox"/> Reports - Other
<input type="checkbox"/> Functional Area Admin	<input type="checkbox"/> System Admin
<input type="checkbox"/> News & Notes	<input type="checkbox"/> User Admin
<input type="checkbox"/> Point Club Setup	

SUBMIT

FIG. 193

functional area administration ?

[Functional
Area Setup](#)[Category
Access](#)[User
Access](#)[Functional Area
Report Access](#)[Functional Area
Profile Access](#)[Expertise
Keywords](#)[Intro
Page](#)

To provide users access to data reports outside of their own functional area:

1. Select the functional area that they belong to from the pull-down box.
2. Select the additional functional area(s) for which they should have report access.
3. Click the "Submit" button.

Functional Area:

Customer Service ▼

Report Access:

☒ Exec Management

☐ Indirect Channel

☐ Management

☐ Marketing

☐ Sales Operations

☐ Sales Reps

☐ Sales Support

SUBMIT

FIG. 194

functional area administration ?

[Functional
Area Setup](#)[Category
Access](#)[User
Access](#)[Functional Area
Report Access](#)[Functional Area
Profile Access](#)[Expertise
Keywords](#)[Intro
Page](#)

To restrict access to contact information in the profiles of users in other functional areas:

1. Select a functional area from the pull-down box.
2. Select the functional area(s) of users whose contact information should be restricted.
3. Click the "Submit" button.

Functional Area:

Exec Management ▼

Restricted Access:

☐ Customer Service

☐ Indirect Channel

☐ Management

☐ Marketing

☐ Sales Operations

☐ Sales Reps

☐ Sales Support

SUBMIT

FIG. 195

functional area administration [?][Functional
Area Setup](#)[Category
Access](#)[User
Access](#)[Functional Area
Report Access](#)[Functional Area
Profile Access](#)[Expertise
Keywords](#)[Intro
Page](#)

expertise keywords

Expertise keywords are used on a user's profile page to further describe their area(s) of expertise in the category(s) they select.

Closing [\[Edit\]](#) [\[Delete\]](#)Competitor [\[Edit\]](#) [\[Delete\]](#)Contacts [\[Edit\]](#) [\[Delete\]](#)Demo [\[Edit\]](#) [\[Delete\]](#)Features & Functions [\[Edit\]](#) [\[Delete\]](#)Integration [\[Edit\]](#) [\[Delete\]](#)Negotiations [\[Edit\]](#) [\[Delete\]](#)Presenter [\[Edit\]](#) [\[Delete\]](#)Pricing [\[Edit\]](#) [\[Delete\]](#)Services [\[Edit\]](#) [\[Delete\]](#)[▶ Add New Keyword](#)

FIG. 196

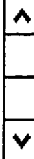
functional area administration ?

[Functional
Area Setup](#)
[Category
Access](#)
[User
Access](#)
[Functional Area
Report Access](#)
[Functional Area
Profile Access](#)
[Expertise
Keywords](#)
[Intro
Page](#)

The introduction page is displayed the first time a user logs into the Web site. The welcome message will be the same for all users, while the features and benefits can be customized for each functional area in order to highlight the items that best apply to users in a specific functional area.

Welcome Message: (1000 character maximum)

Welcome to the Involve Technology team! We are very excited about joining forces with such a great group of seasoned, highly talented sales professionals. At Involve, we believe that providing our customers with the



SPELL CHECK

Features and Benefits

Using the pull-down box below, please select a functional area to edit the features and benefits.

Select a functional area to edit:



Functional Area Intro Copy: (1000 character maximum)



Highlights

Please insert copy for each bullet point between the line item tags (i.e. Check out our new product information)

Section Heading 1:

Graphic:

Browse...

☐ Check box to remove any existing image from Section 1.

• JPG or GIF format

FIG. 197A

- Suggested image size: 80x80
- Maximum file size: 49k

Bullet Points:

```
<UL class="ulist">
<LI></LI>
<LI></LI>
</UL>
```

Section Heading 2:

Graphic:

Browse...

☐ Check box to remove any existing image from Section 2.

- JPG or GIF format
- Suggested image size: 80x80
- Maximum file size: 49k

Bullet Points:

```
<UL class="ulist">
<LI></LI>
<LI></LI>
</UL>
```

Section Heading 3:

Graphic:

Browse...

☐ Check box to remove any existing image from Section 3.

- JPG or GIF format
- Suggested image size: 80x80
- Maximum file size: 49k

Bullet Points:

```
<UL class="ulist">
<LI></LI>
<LI></LI>
</UL>
```

SPELL CHECK

SUBMIT

FIG. 197B

add news & notes ?

News & Notes are featured on the home page. There can be multiple News & Notes items posted on the site at the same time.

*Indicates required field.

***Title:**

***News & Notes:**

SPELL CHECK

Is this item about a company employee? Click [here](#) to select. ?

Graphic: **Browse...**

- JPG or GIF format
- Suggested image size: 135 x 200
- Maximum file size: 49k

Will this news item expire?

☒ Yes - Date:

☐ No

Email Alert: ☐ Broadcast this News & Notes item via email to selected users
(You must select the recipients after clicking submit)

SUBMIT

FIG. 198A



edit news

Page 1 of 1

Summary		Expiration Date
Title		[View/Edit] [Delete]
News & Notes Demo		12/31/3000 [View/Edit] [Delete]

Page 1 of 1

FIG. 198B

point clubs ?

*Indicates required field

***Edit or add a point club:**

Select existing point club: ▼

-OR-

Add a new point club:

***Point threshold:**

***Award Type:** (choose one or more)

Bonus points awarded:

Cash awarded:

Prize/other title:

Graphic:

- JPG or GIF format
- 49k maximum file size
- Suggested image size: 135 x 200

FIG. 199A

Functional Area: (select all that apply - Default is all)	<table><tr><td>Customer Service</td><td>▲</td></tr><tr><td>Exec Management</td><td></td></tr><tr><td>Indirect Channel</td><td></td></tr><tr><td>Management</td><td></td></tr><tr><td>Marketing</td><td>▼</td></tr></table>	Customer Service	▲	Exec Management		Indirect Channel		Management		Marketing	▼										
Customer Service	▲																				
Exec Management																					
Indirect Channel																					
Management																					
Marketing	▼																				
	(Hold down CTRL key to select more than one)																				
Email to new point club member:	<table><tr><td>Point Club Winner</td><td>▼</td></tr></table>	Point Club Winner	▼																		
Point Club Winner	▼																				
Start & End Date:	<table><tr><td>Start:</td><td><table><tr><td>May</td><td>▼</td></tr></table></td><td><table><tr><td>8</td><td>▼</td></tr></table></td><td><table><tr><td>2003</td><td>▼</td></tr></table></td></tr><tr><td>End:</td><td><table><tr><td>May</td><td>▼</td></tr></table></td><td><table><tr><td>9</td><td>▼</td></tr></table></td><td><table><tr><td>2003</td><td>▼</td></tr></table></td></tr></table>	Start:	<table><tr><td>May</td><td>▼</td></tr></table>	May	▼	<table><tr><td>8</td><td>▼</td></tr></table>	8	▼	<table><tr><td>2003</td><td>▼</td></tr></table>	2003	▼	End:	<table><tr><td>May</td><td>▼</td></tr></table>	May	▼	<table><tr><td>9</td><td>▼</td></tr></table>	9	▼	<table><tr><td>2003</td><td>▼</td></tr></table>	2003	▼
Start:	<table><tr><td>May</td><td>▼</td></tr></table>	May	▼	<table><tr><td>8</td><td>▼</td></tr></table>	8	▼	<table><tr><td>2003</td><td>▼</td></tr></table>	2003	▼												
May	▼																				
8	▼																				
2003	▼																				
End:	<table><tr><td>May</td><td>▼</td></tr></table>	May	▼	<table><tr><td>9</td><td>▼</td></tr></table>	9	▼	<table><tr><td>2003</td><td>▼</td></tr></table>	2003	▼												
May	▼																				
9	▼																				
2003	▼																				
<table><tr><td>ADD/UPDATE</td><td>-OR-</td><td>DELETE</td></tr></table>		ADD/UPDATE	-OR-	DELETE																	
ADD/UPDATE	-OR-	DELETE																			

FIG. 199B

polls

Add a Poll | [View Current and Previous Polls](#)

*Indicates required field

Polls will appear on the home page in the lower-left hand corner. Please limit your question to 80 characters. Users vote by selecting one of the radio buttons that appear next to the answers.

***Question:**

***Answers:**

☐ Include "Other" as an answer with a text box for a user-entered answer

*Select the functional area(s) or areas of interest and dates for this poll. (Defaults for functional area and areas of interest are **ALL**)

FIG. 200A

*Select the functional area(s) or areas of interest and dates for this poll. (Defaults for functional area and areas of interest are **ALL**)

Functional Area(s):

Customer Service	▲
Exec Management	
Indirect Channel	
Management	
Marketing	▼

(Hold down CTRL key to select more than one)

Interests:

All	▼
-----	---

***Start Date:**

Jul	▼	1	▼	2003	▼
-----	---	---	---	------	---

***End Date:**

Jul	▼	1	▼	2003	▼
-----	---	---	---	------	---

☒ Display poll results to all users after they submit their vote

☒ Award points for answering

SUBMIT

FIG. 200B

system administration ?

Site Info	<u>System Parameters</u>	<u>Categories</u>	<u>Look & Feel</u>	<u>Policies & Procedures</u>	<u>Points</u>	<u>Email</u>	<u>Archive Retrieval</u>
------------------	--------------------------	-------------------	------------------------	----------------------------------	---------------	--------------	--------------------------

*Indicates required field

*Company:

*URL: /

*IP Address:

*Site Admin Email:

*User Admin Email:

*Product Name:

License Information

Company Name: Involve Technology Services, Inc.

Company Address: 5635 E. Thomas Rd
Phoenix, AZ 85018
USA

User Licenses: 20 [Update License](#)

SUBMIT

FIG. 201

system administration ?

Site Info	System Parameters	Categories	Look & Feel	Policies & Procedures	Points	Email	Archive Retrieval
---------------------------	-----------------------------------	----------------------------	---------------------------------	---	------------------------	-----------------------	-----------------------------------

Parameters	Attachment Types	Banned Words	Common Words	Error Messages	Help Messages
----------------------------	----------------------------------	------------------------------	------------------------------	--------------------------------	-------------------------------

Advice Attributes

Best Practice: Rated or higher by at least users
(Values above may be left blank to turn off Best Practice functionality)

Hot: Hot status expires after days

New: New status expires after days

Minimum acceptable rating for display of advice: (Rated at least times)

- ☒ Allow advice about an internal person
- ☒ Enable "Reference" attribute when adding advice
- ☒ Allow users to enter custom keywords when adding advice
- ☒ Allow advice level to be specified

Renewal/Expiration Dates

Standard advice renewal: days

Reference advice renewal: days

Ratings expire after days

Comments expire after days

Number of days user must wait between rating the same advice:

Number of days user must wait between rating the same comment:

Content Approval/Submission

- ☒ Require approval before publishing advice (for basic users)
- ☒ Review comments before publishing to site (for basic users)

Time allowed to review content in queue: (minutes)

Administrator notified if advice not approved in days

FIG. 202A

Automatically approve/publish a user's expertise if not reviewed in days

☐ Submit comments and Q&A anonymously

Optional Features

- ☒ Display/activate **Info Need** in top navigation links
- ☒ Display/activate **Directory** in top navigation links
- ☒ Display **Categories** as links in page header
- ☐ Display/activate **Duplicate Search** in the add and approval process
- ☐ Display/activate **Tutorial** upon initial login
- ☒ Allow filtering by **Sales Cycle**
- ☒ Display/activate **SA Spy**
- ☒ Display/activate **Learn** button on spell checker applet for non-admin pages
- ☒ Display/activate **New Password & Confirm Password** fields on edit profile page

User Variables

Featured User Qualification:

Minimum advice added:

Minimum points:

(Values above may be left blank to turn off Featured User functionality)

Minimum credibility rating for a **trusted user**:

(Users with a credibility rating at or above this number will receive trusted user status. Users with a credibility rating below this number will receive basic user status. Making this Zero (0) will disable the automation of trusted user selection.)

Misc.

- ☒ Enable **Auto Login**
- ☒ Award points for adding advice
- ☒ Don't allow home page data to be filtered by user's interests

Total number of advice to display on search results page:

Minimum number of search results required to display interim search page:

Rate it button on search results page appears until this number of ratings:

Maximum file size for graphics: KB

SUBMIT

FIG. 202B

system administration ?

<u>Site Info</u>	<u>System Parameters</u>	<u>Categories</u>	<u>Look & Feel</u>	<u>Policies & Procedures</u>	Points	<u>Email</u>	<u>Archive Retrieval</u>
Points		Points Type					
<input type="text" value="50"/>		Added Advice					
<input type="text" value="10"/>		Content Load					
<input type="text" value="5"/>		Your Advice Viewed					
<input type="text" value="10"/>		Viewing Advice					
<input type="text" value="5"/>		Review Advice					
<input type="text" value="15"/>		Renew Advice					
<input type="text" value="10"/>		Best Practice Advice					
<input type="text" value="15"/>		Rated					
<input type="text" value="25"/>		Added a Comment					
<input type="text" value="15"/>		Rating a Comment					
<input type="text" value="10"/>		Review a Comment					
<input type="text" value="15"/>		Rating "Move Sale Forward"					
<input type="text" value="0"/>		Tell a Co-Worker					
<input type="text" value="5"/>		Polling Answers					
<input type="text" value="5"/>		Add a Question					
<input type="text" value="25"/>		Added Success Story					
<input type="text" value="5"/>		Review Profile					
<input type="text" value="10"/>		Review a Success Story					
<input type="text" value="10"/>		Add Cycle Feedback					
<input type="text" value="0"/>		Admin Adjustment					
<input type="button" value="SUBMIT"/>							

FIG. 203

user administration ?

edit/add users

[Select a user to edit](#) | [Add a new user](#) | [User Views](#)

*User ID:

*Password:

*Confirm Password:

Active:

☒

First

Last

*Name:

Title:

*Functional Area:

 ▼

Location:

City

State

 ▼

Country

 ▼

*Phone(w):

Phone(c):

Fax:

Pager:

*Email:

Company Experience:
(Hire Date) ▼ ▼ ▼Industry Experience:
(Start Date) ▼ ▼ ▼

FIG. 204A

expertise

New area of expertise

attributes

*Point Goal:

*Credibility rating

Trusted:

☐

Functional Head:

☐

Content Loader:

☐

(Checking this box will restrict this user from earning points for adding advice.)

Contact Information:

☒

Display contact information based on users functional area setup.

☐

Override functional area contact information to always display user's contact information in the directory.

☐

Override functional area contact information to never display user's contact information in the directory.

FIG. 204B

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